

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries



NOVEMBER 22, 1930

Reference Dept.
7th FLOOR

Number 21



The illustration above shows only half of our display at the recent Convention of the Institute of American Meat Packers!

Seven Hundred Sausage Makers Can't Be Wrong

THE VISKING CORPORATION

4311 So. Justine St.

Chicago, Illinois

The New "BUFFALO" Fat Cutter

An
Important
Practical
Labor-Saving
Machine!



CAPACITY

400 lbs. per hour.

Made with motor directly connected and with tight and loose pulleys.



The above photographs show sausages made with the use of the "BUFFALO" Fat Cutter.

WHAT IT DOES

THE "BUFFALO" Fat Cutter cuts into cubes: pork fat, cooked tongues and cooked meats for making Blood Sausage, Blood Tongue Sausage, Head Cheese, Mortadella and Bologna.

Does as much work as 5 men can do by hand

Cuts Overhead and Cost of Production

There are two circular knife heads in the machine—one cutting lengthwise, the other crosswise—and a knife to cut them off.

Knife heads furnished with cutter turn out $\frac{1}{4}$ " cubes. Extra knife heads furnished to cut cubes $\frac{3}{8}$ " and $\frac{1}{2}$ ".

- Write for Further Particulars and Price -

JOHN E. SMITH'S SONS CO.

50 BROADWAY

BUFFALO, N. Y., U.S.A.

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 83. No. 21

NOVEMBER 22, 1930

Chicago and New York

Put More Sales Appeal into the Meat Package

**Improvements in Meat Wrappings Show
New Trend in Effort of the Trade to
Attract Consumer and Promote Sales**

A container for meat products can be something more than a mere protection for the contents and a convenience to the purchaser.

Properly designed and attractively printed, it is an important sales aid.

Sales of one well-established meat product (here cited) have been increased greatly by use of a new package combining novelty and utility.

Almost any packer can produce good merchandise—and most of them do. But as one packer has pointed out, quality is becoming less of a factor in selling.

This is not because fewer consumers appreciate high quality. The average housewife is probably more discriminating in this respect than ever she was.

But as greater knowledge of the fundamentals of meat processing is gained through scientific research and investigation, and as methods in the various plants tend toward standardization, quality on the whole approaches a level.

Quality meats are more common today than ever. Not only has quality been bettered and made more uniform, but more plants have learned how to produce it.

Container Must Reflect Quality.

Quality will always be a merchandising factor of considerable importance.

tance. But as it becomes the rule instead of the exception, packers will have to use more resourcefulness, ingenuity and skill to merchandise their output.

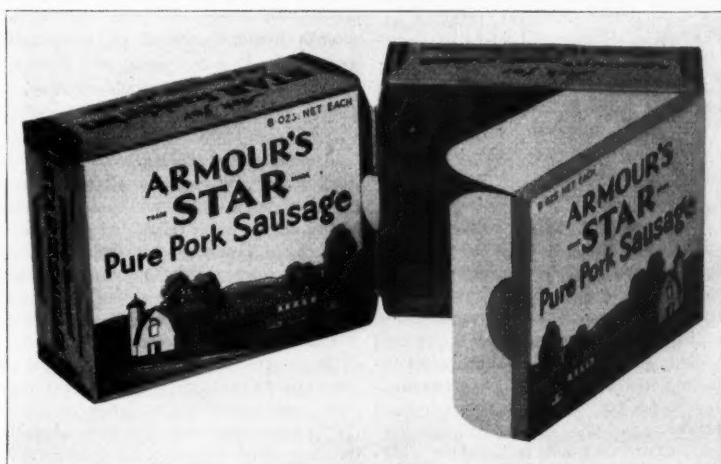
When a packer cannot truthfully say his products are better than those of his competitor, then he must devise other means to make his product sell.

It has been pointed out often in these discussions in THE NATIONAL PROVISIONER that the competition of the container will become of increasing importance in merchandising meats. Not only must the contents be right, but

this quality must be reflected in the container, for other things being equal, the housewife will choose that brand that is put up most attractively and conveniently.

Meat merchandisers are coming to appreciate this fact more and more. Much consideration was given heretofore to the utility and the unit cost of containers. New wrappings and packages now being adopted show considerable care to secure attractiveness and sales value as well.

As aids to selling their contents, these newer containers are consider-



NEW TYPE OF CONTAINER HAS INCREASED PORK SAUSAGE SALES.

The new package is two containers in one, consisting of two ½-pound boxes connected with a scored strip. When the customer desires only ¼-pound of meat the containers are separated without opening the container or exposing the contents.

The box is formed out of one piece of material printed on one side only. Instead of the conventional design of brand or trade mark, an attractive farm scene in three colors is used on the covers.

ably more valuable than has been the rule previously.

Package Influences Sales.

The influence on sales of the modern, up-to-date package is illustrated, for example, in the case of Armour's pork sausage. The company's sales of this product have greatly increased. And the credit is given to a new package. In addition, substantial savings have been made in unit packaging costs.

The new package is patented and will be used exclusively for Armour products. Nevertheless a description of it is interesting and necessary to an understanding of just what the company desired to accomplish and how the idea was worked out.

A number of things were sought, including utility, good keeping quality of the product, attractiveness and sales appeal, greater convenience for the retailer and the consumer, lower unit packaging costs and "something different" to create consumer interest.

These are qualities in a package or container that every packer might well seek. And the degree to which he attains them, and the showing his package makes alongside others containing a similar product, is very likely to be reflected in the sale of his merchandise.

Two Packages in One.

The new Armour package is two containers in one—that is, it is two packages connected by a scored strip that can easily be torn when the customer desires a half package. The container shown in the accompanying illustration has been designed to hold 1 pound of sausage in two $\frac{1}{2}$ -pound units.

The package is cut out of one piece of material, and the form is printed on one side only. When the container has been folded, however, printing appears on eight exposed surfaces.

This is an advantage in that plenty of space is available for recipes and messages to purchasers about other products manufactured by the company. In this particular case the pork sausage container carries advertisements of Star ham, bacon and frankfurters.

Unused Meats Not Exposed.

This container is said to have reduced the company's unit packaging costs, manufacturing economies having been made in a number of manufacturing details. The container is easily and quickly set up, no more time being required for this operation than is necessary to set up the box of conventional design.

A feature that aids in lowering packaging costs is that a stock of both $\frac{1}{2}$ - and 1-pound boxes is not required. The customer is served $\frac{1}{2}$ -pound or 1-pound packages, as she desires, without the necessity of breaking a package and exposing the contents when the smaller

Order Your Convention Number

A limited number of copies of the Official Convention Number of THE NATIONAL PROVISIONER are available for those who desire to keep the record or a memento of the Silver Anniversary Convention.

Orders will be filled until the supply is exhausted, not over 5 to an order, at \$1.00 each.

Address THE NATIONAL PROVISIONER, 407 So. Dearborn st., Chicago. Remit with order.

quantity is asked for. It is therefore not necessary for the retailer to purchase packages of more than one weight.

If the consumer buys a 1-pound package and desires to use only half of it at one time, the remainder can be put away without that half of the package being opened.

Good keeping quality for the content is assured by lining box with parchment paper before inclosing the sausage. The container is enclosed in transparent cellophane for display purposes as well as protection.

The container is printed in three colors. Instead of the conventional design of label or trademark on the covers, an attractive farm scene is shown. Even were the package not of unusual design, its attractiveness and the careful manner in which it is wrapped in cellophane would cause it to stand out prominently in the retailer's showcase, and from these standpoints alone it would be a valuable sales aid.

New Packaging Trend on Way.

Attractiveness, combined with utility, good keeping qualities for the product, convenience to customer and retailer, and novelty of design—all these have resulted in a container that has been particularly successful in selling its contents. The company's pork sausage business has shown increased volume since the new container has been used. It is the plan to use this type of container for other Armour products.

In commenting on consumer meat packages a well-known meat merchandiser said recently:

"I have watched the new Armour package with considerable interest. In my opinion it is a forerunner of a new trend in meat container design. We must creep before we can walk."

"The meat packing industry was not as quick to adopt wrappings and packages for its products as some other

branches of the food industry. It took time to sell the idea. But now that packages are considered a necessity, we may expect to see more thought and care given to get out of containers all the value they can be to us.

"In this day when so much buying is done through the eye, the packer who does not put up his products in an outstanding way is at a decided disadvantage. The product must be right, of course. But no matter how good it is, it will not sell in the greatest volume if it is relegated to second or third place, from the standpoint of display, in the retailer's case.

Must Learn How to Sell.

"The meat packer has solved his major processing problems. It took a long time, but today the information is available to enable any packer to produce good products. The next task is to solve our merchandising problems.

"The meat packing industry must adopt efficient selling methods. It must forget mere order-taking and learn how to sell its merchandise for what it is worth. Preparing the product for display and sale is only one detail of many in a merchandising plan, but it is one that is of considerably more importance that many packers realize.

"There is much room for improvement in meat packages, particularly from the sales appeal standpoint. But here and there better packages are appearing, and the important point is that these more attractive packages are selling more goods. I foresee considerable activity on the part of packers during the coming year to develop outstanding wrappings, packages and methods of displaying meats."

SWIFT TO ACQUIRE NEUHOFF.

Negotiations are under way for the acquisition by Swift & Company of the packing interests of the Neuhoff Packing Co., Nashville, Tenn., including the White Provision Co., Atlanta, Ga., and the Nashville Cold Storage Co., Nashville.

Lorenz Neuhoff, president of the White Provision Co., stated that the three plants were priced at \$3,250,000, plus the inventories to be purchased at market prices when the deal is consummated. Henry Neuhoff, president of the parent company, said the transfer would probably be consummated by January 1.

The accounts for the three companies will be liquidated for the benefit of the stockholders, Lorenz Neuhoff said, so that the latter will share not only in the proceeds of the sales of the properties, but also in the liquidation of accounts.

Negotiations for this sale have been under way for some time.

New Method of Quick Freezing Retail Cuts

Contact Freezing Equipment Which Has Split Molds Shaped to Conform To Outline of Product to Be Frozen

Quick freezing is a simple process—in theory.

One or more good conductors, in contact with the meat and with low temperature brine or ammonia, and the trick is done.

In practice, however, it is not so simple. Many factors enter to complicate the problem. Among these are:

Large number and varied sizes of consumer cuts;

Difficulty of making and maintaining a large area of contact of meats with heat conductors;

Necessity for large capacity with simplicity of design and ease and economy of operation.

Nevertheless satisfactory results are being obtained in several quick freezing systems now on the market.

It is not now a problem for the packer planning to put quick-frozen meats on the market to determine whether or not a satisfactory quick-freezing system is available. His job is to choose that system which best fits in with his particular conditions and requirements.

At least two quick-freezing systems have been perfected for several years. Others are of more recent origin. Still others are in course of development.

One of the recent developments in quick-freezing systems is described in the following article. It differs from others now on the market in the manner in which the heat is conducted away from the meat, and in other important operating details.

New Double-Contact Freezer

A double-contact quick freezing system, in which the product to be frozen is held tightly in split molds, has been announced recently.

The contact surfaces are either shaped to conform closely to the outline of the product or else, where natural shape does not have to be retained, the surfaces are designed to carry out plans for effective packaging, storing and displaying. Products can be frozen naked, wrapped or in containers.

In the case of very irregular products, such as poultry, whole fruit, legs of lamb, hams, etc., the inner surfaces of the molds are shaped to conform to the outlines of the product. In the case of fish fillets, bellies, roasts, large whole fish, etc., the surfaces are either flat or slightly shaped to give the desired contact and, by means of the pressure exerted, reduce the thickness to be frozen.

In most cases the molds are made of cast aluminum or aluminum alloy. A study of materials has revealed that a special treatment of the mold surfaces increases the freezing effectiveness, it is said. In some cases the molds are made of heavy sheet aluminum or heavily tinned copper. In a few cases galvanized iron is employed.

Molds Shaped to Product.

One section of the mold is carried in contact with rapidly-flowing, low-temperature brine in a flume. The other section forms a pressure-cover, and is provided with three means of heat dissipation:

1—Conduction to the sides of the brine-contact part of mold.

2—Conduction through overhanging finned lugs directly into the brine.

3—Radiation to a low temperature surface close to which the molds travel.

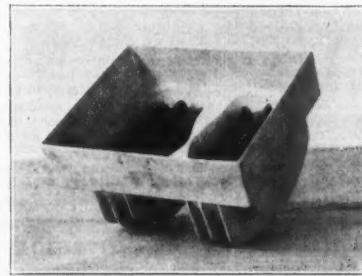
There are other features designed to increase the rate of freezing in both upper and lower parts of the mold.

These features in the lower mold section have to do principally with increasing the area of contact between the product and the mold, and between

the mold and the brine. The former is accomplished by shaping the inner surface to conform, as nearly as is practical, to the surface of the product, by projections from the inner mold surface reaching up into remote parts of the mass to be frozen, and by rough surfaces which come in contact with the product.

How Contact Is Helped.

Increasing contact between the mold and the brine is accomplished by the



POULTRY FREEZING MOLD.

The mold is cast to conform to the shape of the product being frozen. Freezing is done by conveying the mold through a flume in contact with low temperature brine. Note the fins at the bottom of the mold to increase the area of contact with the brine. The mold covers are shown in place. Molds are made to accommodate as many as 12 birds.

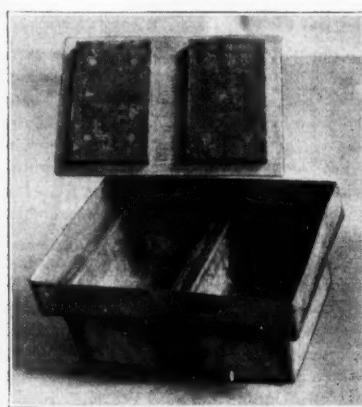
shape of the mold, extended, as it is, compared to a flat freezing surface for the same product, and by using irregularities, such as spurs or ridges, which multiply the brine contact area over that of a smooth surface.

Some of the features in the upper mold section are similar. The inner surface is extended and broken up to give greater area of contact with product. The outer surface is provided with irregularities so as to increase the radiating effect to the various cold surfaces above and beside the cover. In order to intensify the radiating effect, the surfaces are of low reflecting value, but of high radiating and absorbing values.

The use of good radiating and absorbing surfaces, together with the close spacing of the surfaces, gives a considerable heat transfer which aids the contact freezing.

The upper mold makes direct contact with the brine through cast-in conducting bars which extend some distance down into the brine. These have thin, semi-circular plates reaching out

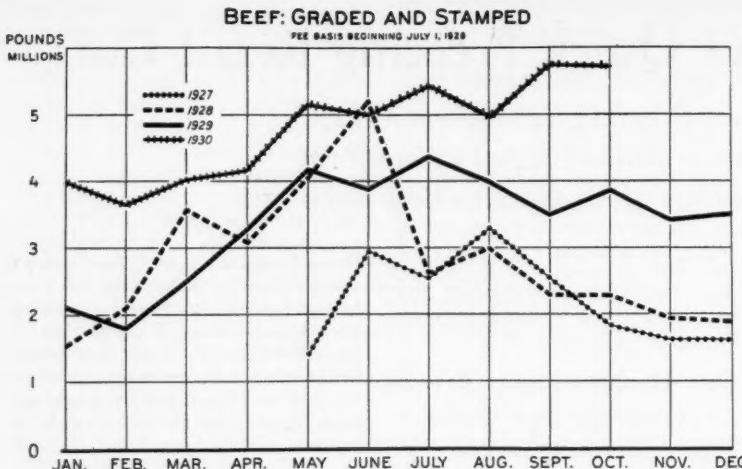
(Continued on page 29.)



BLOCK FREEZING MOLD.

This mold holds 2 lbs. of product. The pressure cover is shown at the top. In most cases the molds are made of cast aluminum or aluminum alloy. A study of materials has revealed that a special treatment of the mold surfaces increases the freezing effectiveness.

November 22, 1930.

**THREE YEARS' PROGRESS IN GOVERNMENT BEEF GRADING.**

Practically three years of government grading and stamping of beef have passed, with a marked average gain being shown each year.

In 1928 a peak was reached in midsummer, followed by a decline to a low point at the end of the calendar year. However, 1929 gradings moved to steadily higher levels, which increased on an average of another million pounds in 1930.

Constantly increasing popularity of the service is reported by officials of the U. S. Bureau of Agricultural Economics, charged with the supervision of this work. Much of the increased demand has come from hotels and restaurants.

Government grading is now conducted in 11 cities, the service having been inaugurated at St. Louis the middle of September and at Detroit early in November. Buffalo, N. Y., Sioux City, Ia., and Wichita and Arkansas City, Kans., also will soon be provided with this service.

Grading and stamping lambs was begun recently at Detroit, and it is planned to extend this service to all points at which beef is graded.

During October, 1930, government graded beef totaled 5,830,866 lbs.

CALIFORNIA MEAT INSPECTION.

California has 7 federal inspected meat packing plants, 61 inspected under municipal or county ordinances and 122 slaughtering establishments operating under the supervision of the state department of agriculture.

Of the 5,000,000 head of livestock slaughtered in the state, 90 per cent are manufactured into meat under some type of inspection.

The 122 establishments operating under the state department of agriculture, where some 1,500,000 head of livestock were slaughtered in 1929, find it advantageous to have this inspection although it is not obligatory.

They are willing to burden themselves with the cost of this inspection, suffer losses from condemnation of animals and at the same time be subject to additional expense for sanitary maintenance of their plants, because all of this gives them a sales advantage. The state meat inspection legend in California is regarded as a guarantee that the meat on which it is stamped is wholesome.

Such meat may be sold anywhere within the state. It bears the purple stamp of the state with the abbreviated words "California Inspected and Passed," and the official number of the establishment in which the meat originated.

In his comment on state meat inspection, Dr. Charles Keane, assistant chief of the state bureau of animal in-

dstry, has the following to say:

"Uniformity in meat inspection throughout California is one of the improvements that the department of agriculture is desirous of encouraging in this service. It is hoped that such uniformity may be brought about so that the larger cities and the balance of the state may unite in providing an ideal meat inspection system in California."

IOWA BOYS BEST MEAT JUDGES.

Iowa State College "took home the bacon" in the intercollegiate meat judging contest held on Tuesday, November 18, at the American Royal Live Stock Show at Kansas City. Iowa State won in competition against four other colleges and universities in this annual feature sponsored by the National Live Stock and Meat Board in cooperation with the show management.

Contestants were required to judge nine classes of meat carcasses and cuts of beef, pork, and lamb. Selection of the winners was in the hands of a committee of meat specialists from the U. S. Department of Agriculture, consisting of K. F. Warner, chairman, W. C. Davis, A. T. Edinger and Don J. Slater.

The winning team registered 2,340 out of a possible score of 2,700. Kansas State Agricultural College was second, University of Missouri third, University of Nebraska fourth, and

University of Illinois fifth. Professor M. D. Helser coached the winning team from Iowa State.

As winner in the contest, Iowa State came into possession of the National Live Stock and Meat Board trophy, which has been held by Illinois for the past year. It was the first victory for Iowa. In order to retain the trophy permanently a school must win it three times. Other awards were medals and ribbons.

MORE HOGS IN GERMANY.

German hog population as of September 1, 1930, totaled 23,413,877 head, according to the German Statistical Office. This is the highest number of hogs recorded in any German census in post-war years, and shows a gain of 18.3 per cent over the census of June 2, 1930, and 19.4 per cent over September 2, 1929.

The heaviest increase is in breeding sows, which show a gain of 24.4 per cent in those $\frac{1}{2}$ to 1 year of age, and a gain of 21.4 per cent in the number over 1 year of age. Pigs under 8 weeks old have increased steadily since last December, and were 21.3 per cent greater on September 2 than a year earlier.

Hogs ready for slaughter show an increase of 18.6 per cent over a year earlier. These increases, however, do not indicate abnormally heavy marketings of hogs, as during the corresponding period a year earlier the supplies were very small, resulting in high prices and the stimulation of increased production. According to the U. S. Department of Commerce representative at Hamburg, however, the trade is inclined to the assumption that a heavy liquidation of stocks will take place in the early spring of 1931 and result in a weak condition in the hog market.

GERMAN CASINGS MARKET GOOD.

The German casings market appears to be showing continued improvement, the demand for beef middles and sheep casings having been reported to be quite active, according to the September review of the American trade commissioner at Hamburg. There was a steady demand for wide export rounds, while domestic rounds were neglected.

Prices for both North American and South American beef middles strengthened, owing to the inability of Russian sources to supply the market. Demand for hog bungs dropped off somewhat, which is attributed to the lower price for the Danish bungs. Weather conditions also have been unfavorable, but with the coming of colder weather demand is expected to pick up.

A strong demand for sheep casings in their natural condition is reported, with importers not in position to fill trade requirements.

New Machines May Help to Hold Down Lard Production Costs

Lard has not been a profitable item for the meat packer. At present prices there is no possibility of making a profit or breaking even on this product.

In the opinion of one packer, who has been giving considerable study to lard merchandising, there is possible benefit to the meat industry in the present situation, if advantage can be taken of it.

Low prices, he says, are attracting to lard many housewives who formerly used other shortenings. While some of these, he thinks, may go back to these other shortenings when and if the price situation changes, many have learned for the first time the superiority of lard and will continue to use it regardless of price differentials.

Ultimately, he says, per capita lard consumption will be increased considerably, and this greater use of lard should be reflected in better prices.

No Let-down in Lard Quality.

This packer also points out that, because of the possibilities for winning new customers for lard, the packer who produces a trade-marked product should be very careful to see that the quality

of the merchandise is kept at a high standard. Any let-down in this respect might be the means of driving back to other shortenings many housewives who otherwise would become permanent customers for lard.

In view of the price situation and the necessity for a high standard of quality, there is more incentive than ever before for the meat packer to watch costs closely. And he should take advantage of all opportunities to minimize his losses in the production and merchandising of lard.

Two new devices to reduce lard production costs have come on the market recently.

Whiter and Creamier Lard.

One of these is known as a homogenizer. It has been designed to give the product a creamier texture, to whiten it and to eliminate the necessity for using fuller's earth.

The machine attaches to the weighing and filling machine and operates somewhat on the principle of an atomizer. The lard is forced through the device at high pressure, which is suddenly reduced to atmospheric pressure.

The resulting "explosion" breaks up the large air bubbles into innumerable small ones, resulting, it is said, in the production of a creamier texture. The air content of the lard is not changed, it is claimed, but it is more evenly distributed throughout the product.

Another important result said to be brought about as a result of this "explosion" is a better color and the elimination of the need for fuller's earth. If this is accomplished there is, of course, a saving in shrink, labor and the cost of fuller's earth.

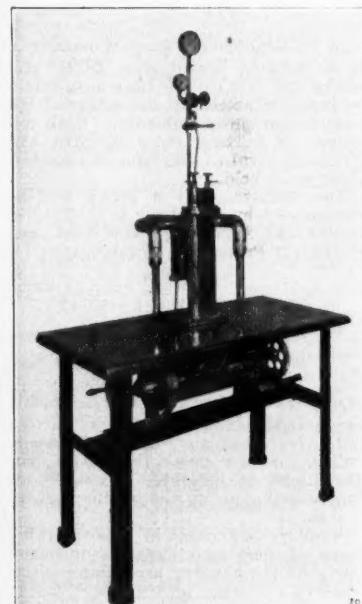
The homogenizer is built for use on the Fee lard weighing and filling machine, but it is understood that it can be purchased separately.

Machine to Fold Cartons.

Another new machine for the lard department—a carton folding machine—has been invented recently by the foreman in the lard department of a large Western plant.

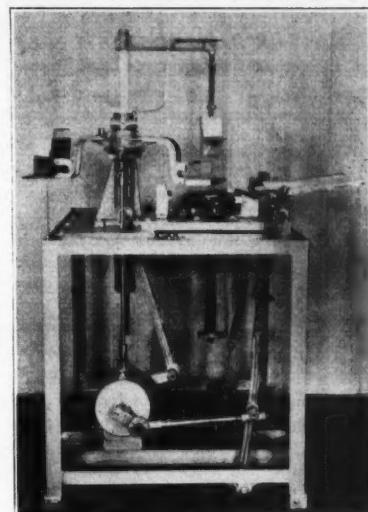
The device, known as the Hoba carton folding machine, has a capacity of 30 to 40 cartons per minute, with tissue inclosed, and is designed to accommodate any size or shape of side-open carton. One employee is required for its operation.

The machine will fold cartons for all sizes from $\frac{1}{4}$ to 2 lbs., the time required to change from one size to another being only 5 minutes, it is said.



TO IMPROVE LARD TEXTURE.

This homogenizer is attached to the lard-filling machines and operates during the process of filling containers. By breaking up the larger air bubbles into innumerable small ones the lard is given a creamier texture and a lighter appearance. The air content of the lard is not changed.



FOLDS 30 TO 40 CARTONS A MINUTE.

This machine, known as the Hoba carton folding machine, folds all sizes of cartons from $\frac{1}{4}$ to 2 lbs. capacities and is operated by one employee. It is being distributed by The Frank B. Lacy Co., Chicago, Ill.

The machine ejects the folded cartons automatically.

RUSSIAN MEAT PLANS.

The output of Russian canned meats in 1929-30 was more than four times that of 1927-28, according to a recent statement from Russian official sources in this country. The packing plants at Moscow, Bataisk in North Caucasus, Semipalatinsk in Siberia and Zaporozhie in the Ukraine, plans for which are now being drawn in this country under the direction of the Soyuzmiaso (United Meat Industry), will have a total daily capacity of 3,500 head of cattle, 4,500 sheep and 7,000 hogs. Maximum use of all by-products is planned.

The Bataisk plant will be equipped with a canning and bacon department, the report says, with a capacity of 100,000 cans and 700 sides of bacon per shift. The bacon department of the Zaporozhie plant will have a capacity of 300 sides per shift, and the Semipalatinsk plant a canning department to produce 150,000 cans per shift. Each plant will be equipped with chemical department.

Refrigerators will be built to take care of the products of the plant only, but it is also planned to construct cold storage plants for general use.

All plants will be under the direction of the United Meat Industry, and construction work is planned to begin in the spring.

The development of the Russian meat packing industry was described in an exclusive interview with Charles F. Kamrath, of Bloom & Kamrath, Chicago, consulting packinghouse engineer to the soviet government, in THE NATIONAL PROVISIONER of November 1.

November 22, 1930.

Chain Meat StoresNews and Views in This New Field
of Meat Distribution.**A. & P. PERISHABLE WAREHOUSE.**

R. L. Pearson, chief engineer of the New Haven Railroad, recently announced the awarding of a contract to the Austin Company for the construction of a new storage warehouse building fronting on East 132nd st., New York City, just east of the railroad's Harlem River bulk delivery tracks known as Hell Gate Yard, at a total cost of approximately \$175,000, including sidetracks and driveway. The new warehouse has been leased by the railroad company to the Great Atlantic & Pacific Tea Company and will be occupied by that company for a period of ten years, with privilege of renewal for two additional five year terms.

The A. & P. Company is to install refrigerating equipment and machinery, and intends to use the new warehouse chiefly for transfer and storage of fruits, vegetables, meats, poultry and fish.

The building will be 323 feet long by 110 feet wide, with a partial second story for offices. Along the east side of the building will be a 9-car sidetrack, which will bring freight cars flush with a covered concrete unloading platform, permitting transfer directly to the warehouse. On the west side of the building will be a similar platform, alongside of which will be a 53-foot concrete driveway, and on the opposite side of this driveway will be another 9-car sidetrack.

CHAIN STORE NOTES.

Nathan Strauss, Inc. report gross sales for October, 1930, amounting to \$892,586, compared with \$713,047 for October, 1929, representing an increase of \$179,539, or 25.20 per cent. Total sales for the ten months ended October, 1930, amounted to \$7,537,601, as compared with \$6,047,746 for the same period in 1929, an increase of \$1,489,854, or 24.64 per cent.

Total store sales of Grand Union Co. for forty-five weeks ended November 8 were \$31,402,151, compared with \$27,856,637 for the corresponding period of 1929, an increase of \$3,545,514, or 12.73 per cent. For the five weeks ended November 8 store sales were \$3,469,422, compared with \$3,570,002 for the corresponding period of 1929, a decrease of \$100,580, or 2.82 per cent.

Sales of the Great Atlantic and Pacific Tea Company were \$100,960,189 for October as compared with \$105,995,108 for the corresponding period a year ago, a decrease of \$5,034,919 or 4.75 per cent. The actual quantity of goods sold for the period amounted to 495,509 tons, a gain of 27,251 tons or 5.82 per cent over October last year.

The Jewel Tea Company reported sales for the four weeks ended November 1 of \$1,158,230, compared with \$1,330,338 in the like period of last

year, a decrease of 12.94 per cent. For the first forty-four weeks of the year sales aggregated \$13,037,420, as against \$13,998,335 for the corresponding period of last year, a decline of 6.86 per cent. The average number of routes operated for these weeks was 1,240, as against 1,175 last year.

ASK SAUNDERS BANKRUPTCY.

Three creditors of Clarence Saunders Stores, Inc., Memphis, Tenn., have filed a petition for a hearing to declare the company bankrupt and end the receivership. The petition averred that the company had lost \$111,695 from the time that a receiver was appointed last summer until September 27. Fifty other creditors, it was said, with claims amounting to over \$100,000, had not decided whether to join in the petition.

LIBBY PREFERRED DIVIDENDS.

Libby, McNeill & Libby has declared a dividend of \$3.50 a share on outstanding first preferred stock, and a dividend of \$3.00 a share on outstanding second preferred stock, payable January 1, 1931, to shareholders of record at the close of business Friday, December 19, 1930.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on November 19, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing price on Nov. 12, or nearest previous date:

	Sales	High	Low	—Close—	
	Week ended	Nov. 10.	Nov. 19.	Nov. 10.	Nov. 12.
Amal. Leather.	....	....	....	....	11
Do. Pfd.	....	....	....	....	18
Amer. H. & L.	200	2 $\frac{1}{4}$	2 $\frac{1}{4}$	2 $\frac{1}{4}$	2 $\frac{1}{4}$
Do. Pfd.	....	....	....	....	38 $\frac{1}{2}$
Amer. Stores.	900	30	38	30	38 $\frac{1}{2}$
Armour A.	10,900	8 $\frac{1}{2}$	9 $\frac{1}{2}$	8 $\frac{1}{2}$	9 $\frac{1}{2}$
Do. B.	13,100	2 $\frac{1}{2}$	2 $\frac{1}{2}$	2 $\frac{1}{2}$	1 $\frac{1}{2}$
Do. Ill. Pfd.	2,400	48	48	48	38 $\frac{1}{2}$
Do. Del. Pfd.	2,600	70	70	70	64
Bett. Leather.	100	1 $\frac{1}{2}$	1 $\frac{1}{2}$	1 $\frac{1}{2}$	1 $\frac{1}{2}$
Beecham. Stock.	2,000	51 $\frac{1}{2}$	50 $\frac{1}{2}$	51 $\frac{1}{2}$	49
Bohach. H. C.	....	....	....	....	65
Do. Pfd.	....	....	....	....	120 $\frac{1}{2}$
Brennan Pack.	....	....	....	....	19
Do. B.	....	....	....	....	19
Chick. C. Oil.	1,300	15	15	15	15 $\frac{1}{2}$
Childs. Co.	3,600	31 $\frac{1}{2}$	31	31 $\frac{1}{2}$	30 $\frac{1}{2}$
Cudahy Pack.	600	41 $\frac{1}{2}$	41	41 $\frac{1}{2}$	40 $\frac{1}{2}$
First Nat. Strs.	4,600	44	43 $\frac{1}{2}$	43	41
Gen. Foods.	70,300	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	49
Gru. Co.	3,000	5 $\frac{1}{2}$	6	6	5 $\frac{1}{2}$
GrA. & 1st Pfd.	80	117 $\frac{1}{2}$	117 $\frac{1}{2}$	117 $\frac{1}{2}$	116 $\frac{1}{2}$
Do. New.	110	183	183	183	179 $\frac{1}{2}$
Hormel, G. A.	400	26 $\frac{1}{2}$	26 $\frac{1}{2}$	26 $\frac{1}{2}$	27 $\frac{1}{2}$
Hygrade Food.	900	4 $\frac{1}{2}$	4 $\frac{1}{2}$	4 $\frac{1}{2}$	4 $\frac{1}{2}$
Kroger G. & B.	22,900	22 $\frac{1}{2}$	20 $\frac{1}{2}$	22 $\frac{1}{2}$	20 $\frac{1}{2}$
Libby McNeill.	3,600	12 $\frac{1}{2}$	12	12 $\frac{1}{2}$	12 $\frac{1}{2}$
MacMarr Strs.	1,900	9	8 $\frac{1}{2}$	8 $\frac{1}{2}$	8 $\frac{1}{2}$
Mayer, Oscar.	....	....	....	....	4 $\frac{1}{2}$
McKeeberry Co.	50	13	13	13	12
McP. & H. Pfd.	600	26	26	26	24
Monsell & Co.	1,000	51	50 $\frac{1}{2}$	50 $\frac{1}{2}$	50 $\frac{1}{2}$
Nat. Fd. Pd. A.	....	....	....	....	1
Do. B.	....	....	....	....	2 $\frac{1}{2}$
Nat. Leather.	50	1	1	1	1 $\frac{1}{2}$
Nat. Tea.	6,300	10 $\frac{1}{2}$	10 $\frac{1}{2}$	10 $\frac{1}{2}$	14 $\frac{1}{2}$
Proc. & Gamb.	12,300	66	65	65	50
Rath Pack.	....	....	....	....	18
Safeway Strs.	8,100	51 $\frac{1}{2}$	49	51 $\frac{1}{2}$	47
Do. 6% Pfd.	50	94	94	94	94
Do. 7% Pfd.	100	99	99	99	99
Stans. Meyer.	....	....	....	....	16 $\frac{1}{2}$
Strausse R. Strs.	3,500	93 $\frac{1}{2}$	94 $\frac{1}{2}$	94 $\frac{1}{2}$	93 $\frac{1}{2}$
Swift & Co. New.	4,000	28 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$	30
Do. Int'l.	2,650	31 $\frac{1}{2}$	31 $\frac{1}{2}$	31 $\frac{1}{2}$	31
Truax. Pork.	400	16	16	16	14
U. S. Cold Star.	....	....	....	....	33 $\frac{1}{2}$
U. S. Leather.	1,200	6 $\frac{1}{2}$	6 $\frac{1}{2}$	6 $\frac{1}{2}$	5 $\frac{1}{2}$
Do. A.	1,900	9 $\frac{1}{2}$	9 $\frac{1}{2}$	9 $\frac{1}{2}$	9 $\frac{1}{2}$
Do. Pr. Pfd.	400	71	70	70	70
Wesson Oil.	800	24	24	24	24
Do. Pfd.	200	56	55	55	55
Do. 7% Pfd.	....	....	....	....	10 $\frac{1}{2}$
Wilson & Co.	1,600	2 $\frac{1}{2}$	2 $\frac{1}{2}$	2 $\frac{1}{2}$	2 $\frac{1}{2}$
Do. A.	1,000	6	6	6	4
Do. Pfd.	800	40	39	40	40

DECREE HEARINGS END.

The taking of testimony at the hearings being held in Washington, D. C., on the petitions of Armour and Company and Swift & Company for modification of the packers' consent decree was concluded on November 14. Packers rested their case on November 6 and the government concluded its case on November 12.

Rebuttal witnesses were called during the following two days, principally packer employees who testified regarding the methods employed by Armour and Company and Swift & Company in determining prices of their products and in sending out price lists to their salesmen.

Justice Bailey of the Supreme Court of the District of Columbia, before whom the hearings are being held, told counsel representing the packers, the Department of Justice, the National Wholesale Grocers' Association and American Wholesale Grocers' Association that he would hear their oral arguments on the significance of the evidence and the law involved beginning December 1. Briefs will be received in the meantime.

The record will be held open until next week, when a stipulation dealing with cottonseed and cottonseed products will be filed.

TRADE PRACTICE HEARINGS.

More than 100 industries which have held trade practice conferences will be represented at the hearing on the rules adopted at these conferences, scheduled to be held in Washington, D. C., November 25. Objections have been raised by these industries to the action of the commission in withholding final approval of certain rules adopted and given approval at the time the conferences were held.

The industries as a group will be represented by attorneys L. E. Fyle of Boston, Sol A. Herzog, New York, and E. Barrett Prettyman, Washington.

SCHENK INCREASES STAFF.

Fred G. Schenk, president and general manager of the Columbus Packing Co., Columbus, Ohio, expects to increase the working staff of his company by an additional 150 workers by the end of November, most of whom will be laborers drawn from Columbus. They will be employed for three to four months during the winter packing season.

Similar increases in the working force of packing companies in many parts of the country are taking place.

SWIFT ASKS TAX REFUNDS.

Swift & Company have filed claims aggregating \$6,396,073 with the United States Court of Claims for income tax refunds. The suits filed covered two separate claims, one for \$4,032,982 and the other for \$2,912,091.

November 22, 1930.

THE NATIONAL PROVISIONER

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THE NATIONAL Provisioner

Chicago and New York

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This will aid us in obtaining proper service for you from the Post Office.

Analyze Those Prices

While prices of livestock during the current year have not been high, they have held up well in the light of general price levels. Frequently the low price of livestock compared with a year ago is pointed to and the belief expressed that the producer is much handicapped as a result.

Studies of livestock prices recently made by Armour's Livestock Bureau show that the actual purchasing power of the livestock dollar is substantially the same as at this time last year, and the decline in livestock prices this year has been essentially in line with the recession of business activity.

Where the livestock producer is still carrying a burden of debt incurred several years ago, this debt has increased relatively because the dollars originally

borrowed have to be paid with livestock having a lessened dollar value.

The decline in cattle prices which occurred during the year was magnified somewhat by comparison with the abnormally high level of prices for this class of livestock prevailing in 1928 and 1929. At the low point of the year, which came in August, cattle prices were 20 per cent below the average for the 1925-1929 period.

Cattle prices last year, in comparison with prices of other livestock, were high and this is one explanation of the sharp drop taken during the current year. With beef high in relation to other meats, it was only natural that the effects of unemployment and lessened business activity should be reflected more severely in that class of meat.

In the case of hogs, on the other hand, price levels not far out of line with those of the past few years have prevailed, showing less reflection of the business recession than other livestock. Hogs have occupied a middle price position, consequently there was less discrimination made against hog products than other higher priced fresh meats.

In the case of sheep and lambs, an even greater factor than the slowed up business activity was the record supply. For the first nine months of 1930 the number slaughtered under federal inspection has been nearly 18 per cent above the corresponding period of last year, and by far the heaviest of record.

The satisfactory position of the hog raiser during the year is only another indication that there has been little incentive for him to curtail his production for the current market or his breeding operations for 1931.

Reducing Selling Costs

Meat is being processed and meat products are being manufactured at lower costs than ever before. Greater knowledge of the underlying fundamentals of processing, better technical control and more efficient equipment have contributed to this result.

The industry and the individual plants have gained to the extent to which processing costs have been reduced. But when a balance is struck it is found that much of this gain has been lost because of increased merchandising and selling costs.

The experience is not unique to the packing industry. Others are also up against the same situation. Some have made gratifying results in getting back to a "normal" cost-of-selling basis. Others have not been so fortunate—or so enterprising.

That the meat industry should "do something about it" is an opinion that is heard frequently these days. It cannot continue indefinitely to keep the cost low to the consumer by increasing efficiency in the plant. That further progress along this line is possible no one will deny, but unless some radically new developments are made, which does not now seem probable, further cost reductions from plant betterments will be progressively smaller.

Good merchandising starts in the plant. It rests fundamentally on processes which yield products of high quality and methods that keep costs low. But the solutions to selling and merchandising problems cannot be found on the killing floor or in the smokehouses.

What should be done to reduce selling costs?

First, the factors responsible must be dragged from their holes; their life habits examined; their forms, shapes and dispositions recorded; and their anatomical structures carefully measured and defined. All there is to be known about these factors in the problem should be learned.

Competition, consumer buying habits, changing trends in meat consumption, retail competition, meat selling methods, numbers and kinds of products, shipping and delivery methods, large and small orders, quality of salesmanship, price cutting, unethical and costly practices, etc.—these are but a few of the conditions that influence high selling costs. More should be known about them and their importance in the scheme of things.

And the solution? There are about as many suggestions as there are packers interested. If, as some merchandisers predict, selling costs continue to rise, it would seem advisable for each packer to tackle his problem at once. Delay will only complicate the situation, and make it more difficult to hold selling costs in check, or to reduce them.

Practical Points for the Trade

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To Make Beef Sausage

Beef sausage, like fresh pork sausage, is a perishable product and should be handled carefully in its manufacture and distribution. A New England sausage maker asks how it is made. He says:

Editor The National Provisioner:

We want to make beef sausage, but do not know the formula. We will distribute this within 100 miles of our plant, so should have little trouble in handling it.

In the manufacture of beef sausage only selected fresh beef trimmings should be used.

This inquirer does not state whether he wants to make link or bulk sausage, but it is assumed that the sausage will be stuffed either in sheep casings or narrow hog casings.

After grinding the meat it should be put in a silent cutter and chopped very fine, using all the ice the meat will absorb.

To 100 pounds of fresh meats use

2½ lbs. salt	
4 oz. granulated sugar	
2 oz. saltpeter	
6 oz. ground white pepper	

Where the sage flavor is desired, 2 oz. rubbed sage may be used.

If this product is manufactured for local consumption frequently considerable quantities of bread are added, up to as much as 50 per cent of the formula.

The manufacture of beef sausage should be regulated by demand, as it is highly perishable and will not stand up for long periods.

Using Sausage Test Card

An inquirer who uses the sausage test card furnished by THE NATIONAL PROVISIONER for cost-finding purposes in his sausage plant, raises the following question regarding the allotment of costs to different kinds of sausage. He says:

Editor The National Provisioner:

In your sausage test card, under the heading "light sausage," you classify all casing goods stuffed in hog casings and sheep casings. We have been running off some tests making comparison between our present formula and yours. We know from actual experience that the labor cost is not as great in making fresh pork sausage as it is on frankfurts.

We would like to know if you took into consideration fresh pork sausage when you made up this test. By using your classifications your formula works out on a monthly comparison about the same as ours, but we are not satisfied to have fresh pork sausage classed with franks on a cost basis.

While it is probably true that pork sausage stuffed in hog casings can be manufactured a trifle cheaper than frankfurters, it will be realized that it is impossible to make a test card that

will cover every kind of sausage made all over the country, and stuffed in either sheep or hog casings.

In the same sense, tongue sausage costs more to manufacture than veal sausage, although both are stuffed in beef bungs.

The fact that this inquirer finds that the results work out on a monthly basis comparable to his own labor costs shows that the system is as close as it is possible to work it out, without actually figuring cost on each particular item manufactured.

In connection with the question raised, if this inquirer were manufacturing 20,000 lbs. of sausage and was using the figure .0208 for his labor costs, he would have to be careful if he used a lower figure on 8,000 lbs. of this total, which might be fresh pork sausage, because he would have 12,000 lbs. of other sausage that would then cost him more than .0208 for labor.

For example:

20,000 lbs. of sausage at	
.0208 costs	\$416.00
8,000 lbs. of pork sausage at .0175, \$140.00	
12,000 lbs. of other sausage at .0276, \$276.00	\$416.00

It will be seen, therefore, that if the price on the fresh pork sausage is lowered to say .0175, it would be necessary to increase the cost on the frankfurts or other sausage over the .0208 figure, or to .0276.

Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day per cwt.?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me copies of the Short Form Hog Test for daily figuring.

Name

Street

City

Single copies, 2c; 25 or more, 1c each;
quantities, at cost.

To Avoid Tankhouse Odors

A packer is having trouble with tankhouse odors and with his exhaust line getting blocked at the exhaust valve. He says:

Editor The National Provisioner:

We are having trouble with the odor from our exhaust. We run the exhaust line underground and into a creek nearby. The pipe line in the creek is always submerged at least 12 in. at lowest water level. However, when the air is heavy or the wind blows toward the residential section there is some odor and objection has been raised to this. How can we get rid of this odor?

Another trouble we have is in our exhaust line becoming blocked. This line entering the top of the tank is a $\frac{1}{2}$ -in. line. We cook under a pressure of 80 lbs. When the tank is cooked the exhaust valve is opened wide and if the line is blocked at the valve, the steam or gas escapes by the manhead gasket. It takes from 4 to 6 hours for pressure to get out of the tank. What can we do about this?

The odor which is giving this packer trouble is caused by the non-condensable gases which bubble up from the submerged pipe in the creek to the surface of the water. An easy way to avoid this is to lead the exhaust line to the boiler beneath the grate. The non-condensable gases and steam from the rendering will then go up through the fire bed and be burnt.

No special equipment is necessary for this except a valve at the tank head and a pipe. When the fumes are so piped it is important that all connections and openings into the rendering tanks be kept absolutely tight. Gas escaping from the rendering tank, through even small openings, produces disagreeable odors.

The reason this packer's exhaust line becomes blocked is because he exhausts the tank too rapidly. When this is done, the fat from the tank is syphoned into the exhaust line together with the steam. If he has plenty of capacity he should reduce tank pressure very slowly.

Another cause for the line becoming blocked is filling the tank too full. Not enough room is left for the condensation of the cooking steam. This packer says he renders under 80 lbs. pressure. Forty pounds would be sufficient.

SAVING SMOKEHOUSE FUEL.

One way to save sawdust in the smokehouse is suggested by an expert as follows: Most packers use gas to ignite the sawdust and air to give proper combustion. This brings about a forced burning process of the sawdust and a much greater consumption of sawdust than actually necessary. A new method of getting the best results is to spread the sawdust on the floor of the smokehouse, and to scatter a number of the glowing Ford charcoal briquets on the sawdust. An even and ample supply of smoke is the result.

Painting Curing Cellars

A small packer plans to paint his curing cellar and asks for suggestions. He says:

Editor The National Provisioner:

We want to paint our curing cellar, but are undecided what kind of paint or enamel to use. The plan is to paint all piping, walls, woodwork, etc., the same color. What would you suggest?

One packer is now painting his curing cellar with aluminum paint applied with a spray. The work is being done at night by one painter and a helper. The helper goes over the surfaces, particularly pipes and other iron work, with a wire brush to remove scale, rust and foreign matter, and the painter operates the spraying machine.

Two coats are being applied. The first is mixed with sizing. The second coat is pure paint. At least 24 hours are allowed between coats. In this case the paint is being used on all surfaces, including conduit, piping, girders and other iron work, walls, ceiling and woodwork. Sprinkler heads are covered with paper before spraying is started.

This packer says aluminum paint covers dull and rusty surfaces evenly and economically, and is lasting. He contemplates making it the standard paint in his plant for both inside and outside painting.

If aluminum paint is used, it should be mixed according to specifications furnished by the manufacturer, and not more than one day's supply should be prepared at one time.

Use of Stearine in Lard

What is stearine, and what is its value in lard production? A small packer writes regarding this as follows:

Editor The National Provisioner:

We understand stearine is used in connection with lard, either to purify or to make it harder.

What is stearine, and what use can be made of it in lard manufacture? Can it be used in pure lard?

Stearine is most commonly produced in the manufacture of oleo oil. After the oleo stock is grained and the oil drawn off and the remaining substance pressed to remove such oil as it might contain the residue is oleo stearine. This product has many uses in commerce, but in lard manufacture it is used merely to harden the lard.

If this packer's lard already is of the proper consistency there would be no reason to use stearine.

The larger packers produce lard stearine as well as oleo stearine. If it is to be used in lard, and an all-lard shortening is desired, then lard stearine should be used. If oleo stearine is used in lard designed for interstate shipment, this must be indicated on the package.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

CARE OF CHAIN DRIVES.

Chain drives are coming into greater use in the meat packing industry to drive machines. Packers who have installed these drives on equipment will find some valuable hints in their care in the following suggestions by Charles R. Weiss, chief engineer of the Link Belt Co., Indianapolis, Ind. To make chain drives last longer, there are five simple things to do.

1—Proper alignment. Be sure that sprocket wheels are in line on the shafts. If the sprockets are not exactly in line, a side pull develops which concentrates the load on the side of the sprocket teeth and on one side of the chain. This faulty alignment results in excessive wear on both chains and sprockets.

2—Proper adjustment. The chain should be run just a little slack than a belt. Too much tension causes undue wear on the chain and wasteful friction on the bearings. Not enough tension, of course, may allow the chain to jump the sprockets, or ride the teeth and break.

3—Frequent lubrication. The chains should be lubricated at frequent intervals. A good grade of light cylinder oil should be used. A paint brush is a good thing for applying oil to the chain joints. Paint the open joints on open (upper) side. Oil the closed joint chains on inside (upper side of lower run) while drive is running slowly.

4—Frequent cleaning. Open drives should be cleaned regularly. Take the chain off, and clean it well by soaking and dipping in kerosene. Dry well and oil it thoroughly before starting up again. Before shutting down a machine for a period of time, clean the chain and oil it with heavier oil or grease. When it is to be used again, re-clean and oil with light oil.

Pigs' Feet Souse

Pigs' feet souse is a popular food. Do you make it?

If you do, have you found its sale as good as it should be under a good formula?

A successful formula and detailed instructions for mixing, cooking and pickling pigs' feet to make a high-grade souse may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Pigs'
Feet Souse." I am a subscriber to
The National Provisioner.

Name.....

Street.....

City.....

(Enclosed find 2-cent stamp.)

5—Well-fitting sprockets. Last, but not least, look at the sprocket wheels from time to time to make sure that they are not worn enough to injure the chain. Before the teeth are worn to a hook shape the wheels should be replaced with accurately made and close-fitting sprocket wheels.

By giving only ordinary attention to chain drives one can make them last longer and run better, and also reduce the chances of a breakdown.

CLEANING TRUCK RADIATORS.

The time is rapidly approaching when anti-freeze solutions will have to be added to the radiators of the motor truck fleet. To get the best results from winter operation of trucks, the cooling system should be flushed to remove the accumulated dirt, scale and sediment, the Glycerine Producers Association points out.

If the accumulation is heavy, as is frequently the case when cars have been subjected to hard use during the summer, it is advised that the cleaning be done by an expert radiator service man. If the packer desires the work to be done by his own employes, the sal soda method is recommended.

A pound of sal soda is dissolved in 5 gallons of water, the solution strained through a cloth and poured into the radiator. The engine is then run slowly for five minutes and the radiator drained. The radiator should be flushed with clear water before refilling to remove all traces of the soda. Care should be taken not to spill any of the sal soda on the hood or radiator shell.

Any small seams or leaks that have opened up during the summer shake-up should be repaired carefully to prevent loss of the anti-freeze mixture. All joints and connections in the circulating system, including hose connections, pump and cylinder head bolts, should be tightened. Cracked or porous hose connections should be replaced and pump packing and gland nuts properly adjusted.

If the packer uses glycerine for cold weather protection he can add it when needed and no further cleaning will be needed until the solution is drawn out in the spring. It will not boil away or evaporate at ordinary driving temperatures, and one filling should last all winter in a cooling system that is properly conditioned.

ARGENTINE PACKING PROFITS.

According to a recently published statement sponsored by the ministry of agriculture of Argentina, American packers who have investments in plants in Argentina, approximating nearly 60 per cent of the total capital assets of the meat packing industry of that country, reported net gains from operations during last year, of 12.41 per cent of their capital investments, as compared with 10.35 per cent in 1928. Dividends paid by the American companies averaged 12.62 per cent for 1929 and 11.12 per cent for 1928.

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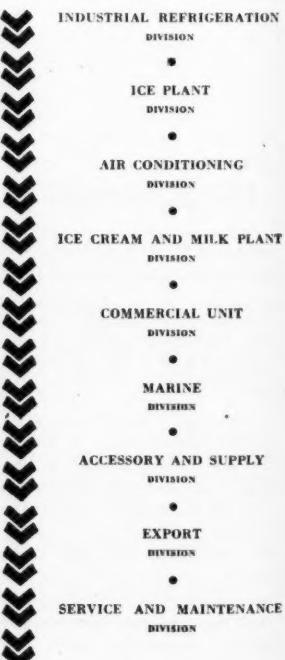
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November 22, 1930.

THE NATIONAL PROVISIONER

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Refrigeration and Frozen Foods

Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

WHEN ACCIDENTS OCCUR.

When it is necessary to enter a room where a large concentration of ammonia is present, and no helmet is available, one should keep his head as near the floor as possible, since ammonia gas is considerably lighter than air and tends to rise. A spray of water from a hose directed into the room will absorb large quantities of the vapor.

Damp clothes should be swathed about the head and face. A cloth wet with vinegar or diluted acetic acid held over the nose and mouth will be found a great help in counteracting the fumes. In case an operator is overcome by ammonia fumes, artificial respiration should be resorted to and continued until the doctor arrives.

The most successful treatment when ammonia gas has been inhaled is to dip a handkerchief of gauze, folded once, into vinegar, wring out lightly and lay loosely over the mouth and nose, permitting the patient to inhale through the gauze. In case respiration has apparently ceased apply the Schaefer method.

If liquid ammonia has entered the nostrils, have the patient snuff some diluted vinegar and follow with four teaspoons of sweet oil, milk or the whites of three or four eggs and ice.

If vomiting occurs aid it with liberal draughts of lukewarm water. Where diluted vinegar is mentioned previously, not over 1 per cent acetic acid solution should be given. This can be obtained by putting about a teaspoon of commercial vinegar in a tumbler of water. Ordinary commercial vinegar or a 5 per cent solution of acetic acid should be used in this treatment. Commercial vinegar runs from 4 to 10 per cent in acetic acid content.

For alleviating the effects of ammonia on the skin, use gauze wet with picric acid. To treat the eyes pour into them a saturated solution of boric acid, or use the solution with an eye cup. Have the patient open and close the eyes rapidly to bring the solution in contact with the entire inner surface.—Year Book, Chicago Chapter, N. A. P. R. E.

CARE OF BRINE.

Know the exact chemical condition of your brine as regards its acidity, neutrality or alkalinity, is the advice given in the seventh annual year book of the Chicago Chapter of the N. A. P. R. E.

Keep the brine neutral to slightly alkaline to effect the least corrosion.

If the brine is acid, neutralize by adding ordinary lime in the proportion of approximately 1 lb. of lime to PH acid to each 10,000 cu. ft. of brine to be treated.

If the brine is too highly alkaline, add sufficient muriatic acid or CO₂ gas to bring PH value down to 7.5. Add the acid slowly and test every hour until the correct reading is obtained. Too much muriatic acid is dangerous.

Do not attempt to neutralize a brine showing a high ammonia content, as too much acid is required. A brine with an ammonia content will test alkaline.

Do not unnecessarily expose brine to the air.

REFRIGERATION NOTES.

Service Ice & Cold Storage Co., Waycross, Ga., has remodeled and enlarged its plant.

The state board of health of Alabama has awarded a contract for an addition to the State Health Building at Montgomery, to contain a cold storage department.

Two additional refrigerating machines, of 36 to 55 tons capacity, have been added to the equipment in the plant of the Detroit Union Produce Terminal Co., Detroit, Mich.

Work has started on the installation of a cold storage plant in the building of the Terre Haute Ice, Fuel & Cold Storage Co., Terre Haute, Ind.

A new plant will be erected by the Terminal Cold Storage Co., Dayton, O. It will cost in the neighborhood of \$75,000.

A one-story ice manufacturing and cold storage plant will be constructed by the Pure Ice & Cold Storage Co., Beaumont, Tex.

The Binghamton Ice & Cold Storage Co., Binghamton, N. Y., has been incorporated with a capital stock of 1,000 shares.

Additional refrigerating machinery has been installed in the plant of Green & Baker, Meadville, Md.

La Verne Cooperative Citrus Association, La Verne, Calif., has approved plans for a one-story pre-cooling and refrigerating plant to cost about \$100,000 with equipment.

The Alabama Refrigerating Co., Birmingham, Ala., has been incorporated. Evans Dun, George W. Peterson and Lida Lickett are the incorporators.

The Michigan Ice & Cold Storage Co., Detroit, Mich., has been incorporated with a capital of 1,000 shares of no par value.

A cold storage plant will be erected in Pampa, Tex., by the Southwest Food & Refrigerating Co., it is reported. The estimated cost is \$100,000.

Plans are being made to rebuild that part of the plant of the Royal Refrigerating Co., Brooklyn, N. Y., recently destroyed by fire.

NEW QUICK FREEZING METHOD.

(Continued from page 21.)

parallel to the brine stream. In some molds contact is maintained between the upper part and lower parts either by means of hinges or through close-fitting crowfoot lugs.

Brine at High Velocity.

The conducting bars are preferably of the same material as the upper mold section, and are usually cast as an integral part of that section. The stock of the lug is fairly heavy in cross section, but diminishes as it goes below the brine surface. In that part of the lug which is below the brine surface there are horizontal fins of comparatively thin cross-section reaching out into the brine.

This arrangement is designed to bring about a rapid dissipation of heat, because of the high conductivity in the lug and the large area of contact with the brine.

To dissipate the heat conducted to the edge of the mold there are some additional ribs nearby extending into the brine.

It is not necessary to use all of these features of the upper mold section on any one freezer, it is claimed. In the case of many products, it is believed, it is not necessary to use any contact between cover and brine or between cover and bottom mold.

The mold sections are conveyed through a heavily insulated freezing flume in a single run. The brine is sent through the flume at high velocity as a means of quickly dissipating the heat conducted to the brine through the walls of the mold. This prevents the formation of the stagnant film of warm brine on the mold surfaces.

Conventional Brine Cooler Used.

In other words, the high brine velocity has the effect of stretching the retarding film out to extreme thinness. The same effect is gained as in speeding up of brine velocity in a brine cooler. The means here employed for gaining the high velocity requires very little power and puts less heat into the system, it is said.

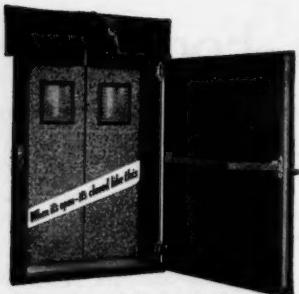
High brine velocity is attained by using a steeply sloped flume through which the molds are conveyed. The slope sought is just enough to give a balance between friction head and velocity head, resulting in uniform flow. The brine is spilled into the entering end over a weir and from the discharge end is carried back by an impeller system in a deep narrow return tank. The impeller builds up the required head for recirculation.

The usual brine cooler system is employed to cool the brine, but its circuit is independent of the main circulation. The brine cooler gets just enough volume, taken out of the tank at the discharge end of the flume, to assure proper cooling. The cooled brine is delivered to an upper shallow tank which forms the principal radiating surface.

No Defrosting Necessary.

The brine cooler is not an integral part of the quick-freezing equipment.

One of the exclusive features claimed for the system is an arrangement which eliminates frost formation on any parts



Stevenson Vestibule Door— "Door That Cannot Stand Open"

YOU pay for this door at every busy doorway whether you have it or not. It saves its cost in a few short months by cutting refrigeration losses and speeding up movements.

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of the apparatus. Defrosting, it is said, will be unnecessary even after months or years of operation.

Frosting-up is prevented by entrapment of the cold air within the entire confines of the insulated space of the machine. The very small quantity of moisture carried into the space in company with the molds is taken up by the brine stream, which enters from the brine cooler at the lowest temperature of any element in the system.

Bulk Freezing in Containers.

For freezing bulk products in containers, either for retail or wholesale trade, the manufacturers of the system—the Quick-Freeze Corp., New York City—have an arrangement which makes possible a freezing time of 1½ to 2 hours for containers holding 30 lbs. of product.

In operating the system the meats to be frozen are dropped into the lower section of the mold. Then the upper half, or pressure section, is forced into place. This pressure forces out the air voids and brings the meat surface into contact with the mold surface.

The molds are conveyed through the flume on a conveyor, and as they come out are passed through a defrosting bath, the temperature of which can be either that of the water supply or slightly higher. The time of this bath is regulated to prevent appreciable defrosting of the product, being only as high as will expand the mold and cause it to release its adherence to the surface of the frozen product.

How Poultry Is Frozen.

The temperature of the brine, the manufacturers say, can be anything the

When it's Open - it's Closed like this

Those seven words explain the overwhelming advantage of this Stevenson Vestibule Door, "The Door That Cannot Stand Open," over standard Cooler Doors.—Jamison, Stevenson or any other make.

Try just one on your busiest doorway—and you'll soon have every doorway so protected.

See our advertisement in THE NATIONAL PROVISIONER for December 6.

packer desires. The lowest practical minimum would probably be 35 to 45 degs. below zero Fahr.

For any one product only three sizes of molds are said to be necessary to take care of the variations in weight. There are exceptions to this, but they are few and are taken care of by a small supply of odd-size molds. The elimination of multiplicity of mold sizes is made possible by the pressure arrangement.

In freezing poultry, for instance, the work is first segregated as to kind of poultry—broilers, fryers, fowl, etc. Taking broilers as an example, one mold size will handle approximately 80 to 85 per cent of the output. The weight grades vary from 12 lbs. per dozen to about 24 lbs. per dozen, with a small percentage over 24 lbs. per dozen.

The bulk of the production is in grades varying from 15 to 20 lbs. These are accommodated in one mold. Only a few molds of the two extreme sizes are necessary to handle birds under 15 lbs. per dozen and those over 20 lbs. per dozen.

In freezing individual retail cuts the problem is simplified by the uniform thicknesses prevailing.

Freezing Time Is Varied.

Freezing time, the inventor of the process says, varies "all over the lot," depending upon a maze of variable conditions.

"For large cuts of meat frozen intact in their natural form, there is the least variation, but even in this case it is not safe to be too specific, as the freezing time depends a great deal upon the percentage of fat, the interference of protruding bone, the nature of the cut

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economical and efficient
COLD STORAGE
ROOMS

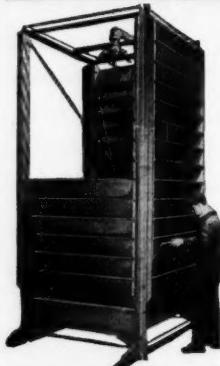


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In the construction—improvement—or enlargement of your refrigeration facilities circulating water for ammonia condensing or process work will be an important consideration.

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universally used by the meat packing and allied industry may solve your problem.

Write for Bulletins

BINKS MFG. CO.

3114 Carroll Ave., Dept. C
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surface and the extent to which the rind has been cut away.

"With an ideal combination of these conditions, and with the brine temperature at 35 degs. to 45 degs. below zero Fahr., the freezing time of an 8-lb. ham would be somewhere around three hours. However, taking the 'mine run' of hams of the same weight, with the variable conditions less favorable, the freezing time would be increased considerably."

Time of Freezing Controlled.

"If a packer going into the quick-freezing of cuts can maintain comparative uniform conditions of trim, bone protrusion, etc., freezing time can be regulated closely and the machine set to handle all products solidly frozen upon arrival at the unloading end."

The control of freezing time is given as one of the most important characteristics of the machine. A reduction gear and variable speed drive make possible the accurate setting of the speed at which the molds are carried through the brine flume. The freezing time of the products can be pre-determined, and due allowance made for slight variations and a factor of safety. The speed of the conveyor is then set so that the products will come through without remaining in the freezer overtime.

If the production is heavy and many different weights of cuts are being frozen at the same time, the molds are carried through in line production to various flumes, each of which handles a single product. If the production is light, only one flume need be operated, and the conveyor speed on this is set to conform to the freezing time of the product being frozen.

Today's Pressure . . .

Makes Tomorrow's Fortunes

Any period of readjustment is a period of pressure. Demand bears down; supply shoulders upward; competition jams closer. Industries jostle and crowd as they turn about to face new circumstances, changed conditions. Readjustment means *compression*.

And pressure brings out *winners*. Today's pressure is fusing the elements of tomorrow's successes. It is crystallizing the small beginnings of tomorrow's fortunes. As you read these words, the pressure of today's readjustment is creating leaders for tomorrow's prosperity. Will you be one of them?

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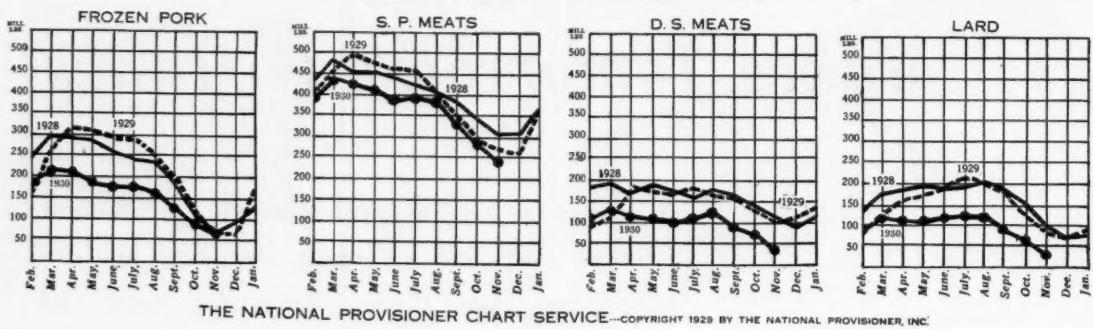
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STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U.S. GOVERNMENT REPORT



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of storage stocks of fresh and cured pork meats and lard during the first ten months of 1930, compared with those of earlier years.

Stocks of pork meats continued to decline during October, but the trend of the past four months has been about the same as that of one and two years ago. Throughout much of the period stocks of fresh and cured meats and lard were lower than those of the earlier years. This is accounted for by the fact that somewhat fewer hogs were slaughtered.

Compared with a year ago the federal-inspected slaughter for the ten months' period is approximately 3,268,000 head less. This would make up the discrepancy in storage stocks throughout the year. It is gratifying, however, that in a year of slowed-up business activity consumptive demand for meats was relatively as good as in the two years when business boomed.

While frozen pork in storage throughout the year has been less than that of 1929 and 1928, it was practically the same on November 1 as in the earlier years. Increased stocks from this period on are anticipated during the balance of the winter packing season. This accumulation consists not only of loins and butts but of bellies and joints being held for future cure.

Pickled meat stocks are still lower than those of a year ago, accounted for in large measure by the good consumptive demand which has prevailed and the somewhat smaller supplies of meats available for cure. While prices of pickled meats have not been high throughout the year, demand has been good enough to keep stocks at low levels.

Not Burdened with Heavy Stocks.

Dry salt meat stocks are the lowest in years. Demand has been good but accumulations throughout the year have been meager, and in the case of bellies, particularly, stocks are very low. Prices on this class of meat have been very attractive to those having limited money to spend, and the outlet

through regular distributive channels has been strong. Export has slowed up because of the higher price levels in this country, but domestic outlets have been adequate to keep storage at a low point.

Lard stocks, too, are the lowest in years, thus removing from the industry the burden of disposition of great stocks of a product which frequently moves at prices below manufacturing costs.

In general, the industry entered the new packing year free of heavy burdens of accumulated stocks to which surplus receipts of hogs during the coming three or four months must add. Such stocks as were on hand were put down at reasonable costs and their distribution promises fair return.

Thus throughout the period the industry has been able to avoid heavy financial investment in stocks to be held over long periods, but at the same time has been able to keep operations at a good level and maintain employment very near normal levels.

CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on November 14, 1930:

Nov. 14, 1930.	Oct. 31, 1930.	Nov. 14, 1929.
Mess pork, new, made since Oct. 1, '30, brls....		182
Mess pork, made Oct. 1, '30, to Oct. 1, '30, brls.	108	160
P. S. lard, made since Oct. 1, '30, lbs....	2,682,758	1,751,117
P. S. lard, made previous to Oct. 1, '30, lbs....	3,330,364	7,041,734
Other kinds of lard, lbs....	3,393,168	6,202,884
Short rib sides, made since Oct. 1, '30, lbs....		45,929
Short rib sides, made previous to Oct. 1, '30, lbs....		179,401
D. S. clear bellies, made since Oct. 1, '30, lbs....	2,007,341	2,642,908
D. S. clear bellies, made previous to Oct. 1, '30, lbs....	330,511	1,031,929
D. S. rib bellies, made since Oct. 1, '30, lbs....	620,022	489,456
D. S. rib bellies, made previous to Oct. 1, '30, lbs....	94,813	341,528
Extra short clear sides, made since Oct. 1, '30, lbs....	21,770	22,606
Extra short clear sides, made pre- vious to Oct. 1, '30, lbs....	19,160	22,405

STOCKS IN COLD STORAGE.

The figures for storage stocks on which the chart on this page is based, are as follows:

	Frozen pork. Lbs. (900 omitted)	S. P. pork. Lbs. (900 omitted)	D. S. pork. Lard.
Jan.	57,900	294,642	119,617
Feb.	96,311	306,726	135,005
Mar.	120,115	345,905	144,071
Apr.	129,259	346,049	151,286
May	124,569	338,905	140,324
June	117,366	320,305	136,504
July	120,707	334,305	148,161
Aug.	133,104	340,687	168,882
Sept.	119,994	330,326	172,766
Oct.	77,673	293,106	143,572
Nov.	49,376	257,726	98,521
Dec.	55,294	267,787	67,000

1928.

	Frozen pork. Lbs. (900 omitted)	S. P. pork. Lbs. (900 omitted)	D. S. pork. Lard.
Jan.	97,650	306,904	68,203
Feb.	149,868	352,051	86,306
Mar.	177,576	362,642	101,154
Apr.	183,341	418,724	124,714
May	204,606	455,967	129,637
June	220,685	444,726	137,248
July	214,428	440,752	185,963
Aug.	180,079	407,511	178,121
Sept.	126,587	341,460	140,417
Oct.	76,788	290,261	100,646
Nov.	65,640	277,382	77,145

1927.

	Frozen pork. Lbs. (900 omitted)	S. P. pork. Lbs. (900 omitted)	D. S. pork. Lard.
Jan.	97,650	306,904	49,902
Feb.	149,868	352,051	69,495
Mar.	177,576	362,642	77,103
Apr.	183,341	418,724	92,090
May	204,606	455,967	99,611
June	220,685	444,726	117,757
July	214,428	440,752	185,963
Aug.	180,079	407,511	178,121
Sept.	126,587	341,460	140,417
Oct.	76,788	290,261	71,609
Nov.	65,640	277,382	45,508

1928.

	Frozen pork. Lbs. (900 omitted)	S. P. pork. Lbs. (900 omitted)	D. S. pork. Lard.
Jan.	165,221	370,442	119,497
Feb.	263,707	466,206	159,763
Mar.	322,542	496,478	177,887
Apr.	323,403	496,322	178,012
May	306,951	480,069	173,088
June	288,826	459,878	169,663
July	285,720	453,342	174,968
Aug.	245,714	408,998	164,473
Sept.	174,206	352,630	155,964
Oct.	103,746	285,582	125,504
Nov.	66,049	264,517	101,173
Dec.	66,693	293,712	101,183

1927.

	Frozen pork. Lbs. (900 omitted)	S. P. pork. Lbs. (900 omitted)	D. S. pork. Lard.
Jan.	165,221	375,217	143,011
Feb.	263,707	466,206	121,354
Mar.	322,542	496,478	144,755
Apr.	323,403	496,322	164,506
May	306,951	480,069	173,088
June	288,826	459,878	166,073
July	285,720	453,342	174,968
Aug.	245,714	408,998	164,473
Sept.	174,206	352,630	155,964
Oct.	103,746	285,582	125,504
Nov.	66,049	264,517	92,432
Dec.	66,693	293,712	87,015

1926.

	Frozen pork. Lbs. (900 omitted)	S. P. pork. Lbs. (900 omitted)	D. S. pork. Lard.
Jan.	151,811	375,217	143,011
Feb.	245,798	392,912	167,561
Mar.	291,050	473,916	177,796
Apr.	289,754	453,612	178,593
May	285,110	452,868	185,580
June	256,291	443,044	171,450
July	247,815	430,317	168,505
Aug.	229,980	412,571	172,294
Sept.	176,131	382,750	160,519
Oct.	119,204	349,038	139,690
Nov.	75,510	304,400	111,062
Dec.	84,667	316,236	88,782

1925.

	Frozen pork. Lbs. (900 omitted)	S. P. pork. Lbs. (900 omitted)	D. S. pork. Lard.
Jan.	145,078	368,126	107,782
Feb.	178,766	392,882	116,568
Mar.	217,942	443,882	123,740
Apr.	206,417	450,926	115,653
May	180,682	411,705	110,303
June	176,851	392,403	105,913
July	174,347	395,806	108,230
Aug.	157,842	379,732	114,477
Sept.	124,048	321,074	97,237
Oct.	92,008	283,979	71,143
Nov.	64,033	248,960	43,500

1924.

Provision and Lard Markets

WEEKLY REVIEW

New Low Levels—Liquidation Heavy—Price Reflecting Unsettled Situation—Stocks Small—Mid-month Figures Light.

The action of the provision market and the sharp break in prices in the face of steadily decreasing stocks shows the unsettling influence of the general commodity situation. The situation in this respect is simply an indication of the general commodity situation. Supplies, it seems, have little to do with the general action of values, prices declining on general apprehension and not on the basis of supply and demand.

The mid-month stocks product at Chicago show further decrease, while the November 1 report of total stocks in cold storage shows a decrease of 138,000,000 lbs. compared with last year and 54,000,000 lbs., or practically 10 per cent, less than the 5-year average. In lard, conditions are even more pronounced. The total stock in cold storage warehouses throughout the country is only 35,728,000 lbs., against 99,845,000 lbs. last year and a 5-year average of 73,010,000 lbs.

The supply of lard on hand is barely one-half month's consumption, but, of course, production is fairly large at this time of the year. The action of the lard market the past week has been distinctly disconcerting. It appears from developments that the long interest in lard has been forced out, either selling out completely or transferring to the later positions.

Hog Prices Lower.

The hog market has also been under pressure, breaking very rapidly. On Wednesday the top price was down to \$8.10. This shows that there has been a complete change in position, and the loss from the summer level has been very pronounced. The situation has now reached the point where the average price of hogs is getting down fairly close to the feeding value of corn.

The report of the U. S. Bureau of Agricultural Economics on the receipts and slaughter of hogs and other livestock at 65 markets shows rather interesting totals. Receipts of cattle for the month have decreased 110,000 from last October, with a decrease in slaughter of 12,000. Compared with the 5-year average, the decrease is 295,866 in the receipts and a decrease of 105,580 in the slaughter. The stocker and feeder shipments for the month showed a decrease of 102,463, or slightly less than the decrease in the receipts, showing that the actual demand was relatively higher than last year.

There was an increase of 80,725 in receipts of calves for the month, and an increase in slaughter of 25,651. Compared with the 5-year average, there was a gain in receipts of 63,981.

Hog Receipts Smaller.

The development of the hog movement was distinctly interesting. The decrease in the receipts for the month was 259,968, compared with last year and a decrease in local slaughter of

285,229. On the other hand, there was an increase in receipts, compared with the 5-year average, of 29,712 head, but a decrease in slaughter of 60,297.

The movement of sheep and lambs showed a decrease for the month of 309,194, and an increase in local slaughter of 269,179. Compared with the 5-year average, the sheep receipts were 202,404 head larger and slaughter 432,168 head larger.

When an effort is made to reconcile these figures with the feeding situation difficulty arises. In cattle, the decrease in movement and the decrease in stocker and feeder shipments do not reflect any urgency in the feeding situation. The same conclusion applies to the hog movement which shows a distinct decrease. The actual decrease in sheep movement for the month of 309,000 also is not indicative of any forced selling on the part of the country. What the effect of the recent decline will be on the movement is quite a speculation.

Exports Again Decline.

The figures of total meat products on hand in cold storage warehouses are 496,746,000 lbs., compared with 632,367,000 lbs. last year and 550,403,000 lbs. for the 5-year average. These figures seem to indicate that the produc-

tion of meats is not keeping up with consumption, even if there is any actual decrease in the consumption. This seems to be particularly true of lard. The lard stock is 35,728,000 lbs., against 99,845,000 lbs. last year and a 5-year average of 73,010,000 lbs.

The export movement is quite unsatisfactory recently. The exports for the week show a marked falling off compared with last year, still further emphasizing the decrease in the total export movement for the season to date.

See page 39 for later markets.

PORK — Demand was fair and the market held steadily at New York. Mess was quoted at \$32.50; family, \$35.50; fat backs, \$26.00@\$30.50.

LARD — Domestic trade was quieter, and export demand was reported as slow. This made the market susceptible to weakness in futures. At New York, prime western was quoted at \$10.35@\$10.45; middle western, \$10.20@\$10.30; New York City, 10c; refined Continent, 10½c; South America, 11c; Brazil kegs, 12c; compound, car lots, 10¼c; less than car lots, 10½c.

At Chicago, regular lard in round

Hog Prices Lower but Cut-Out Value Less

While prices of all weights of hogs averaged well under those of the first four days of last week, product prices also showed sharp declines, the market for fresh pork loins at Chicago dropping to the lowest level in recent years.

Runs were heavy during the first two days of the week but this was accompanied by a sharp drop in price, resulting in curtailment of receipts by Thursday and some strengthening of prices. The quality of the hogs is good.

The receipts for the first four days of the week were lower than in the same period a week and one and two years ago. However, warm weather and the close approach of the holiday

season when poultry is in demand have influenced the market adversely.

In the light of current business activity the price level for both hogs and meats is reasonable and should make for a favorable situation in the holding of storage stocks.

The following test, worked out on the basis of live hog costs and fresh pork prices at Chicago during the first four days of the week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE show cutting losses ranging from \$1.17 to \$1.83 per head.

This test is merely a guide and each packer should substitute his own costs and yields as well as local prices. During the period of heavier runs labor costs are probably reduced somewhat, but at the same time prices for edible and inedible offal products declined. All of this should be taken into consideration in figuring an exact yield test.

	180 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$2.03	\$1.94	\$1.92	\$1.89
Picnics	.51	.49	.47	.44
Boston butts	.49	.49	.49	.49
Pork loins (blade in)	1.26	1.16	.97	.88
Bellies (light)	1.64	1.60	.97	.93
Bellies (heavy)	...	...	.67	1.35
Fat backs	...	...	.48	.63
Plates and jowls	.17	.19	.19	.24
Raw leaf	.16	.18	.18	.18
P. S. lard, rend. wt.	1.15	1.33	1.10	1.06
Spare ribs	.10	.09	.09	.09
Trimming	.16	.16	.16	.16
Rough feet	.03	.03	.03	.08
Tails	.02	.01	.01	.01
Neck bones	.04	.03	.03	.03
Total cutting value (per 100 lbs. live wt.)	\$7.76	\$7.70	\$7.66	\$7.81
Total cutting yield	65.50%	66.75%	68.50%	70.00%
Crediting edible and inedible offal to the above total cutting value and deducting from these the live cost of hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$.69	\$.62	\$.77	\$.62
Loss per hog	1.17	1.24	1.83	1.78

November 22, 1930.

lots was quoted at 15c over December; loose lard, 65c under December; leaf lard, 60c under December.

BEF—Demand was quiet but fair in the East, but prices held at the recent levels. Mess at New York was quoted at \$19.00; packet, \$16.00@18.00; family, \$18.00@19.00; extra India mess, \$34.00@36.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongue, \$70.00@75.00 per barrel.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products at New York for week ended Nov. 14, 1930, were as follows:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....	90,000 lbs.	
Canada—Pork loins	240 lbs.	
Canada—Bacon	770 lbs.	
Canada—Sausage	200 lbs.	
Canada—S. P. ham	21,000 lbs.	
Czechoslovakia—Ham	4,820 lbs.	
Germany—Ham	7,147 lbs.	
Germany—Sausage	12,663 lbs.	
Germany—Bouillon cubes	56,912 lbs.	
Holland—Sausage	12,100 lbs.	
Holland—Ham	675 lbs.	
Ireland—Sausage	1,630 lbs.	
Ireland—Bacon	5,142 lbs.	
Ireland—Ham	549 lbs.	
Italy—Sausage	11,080 lbs.	
Uruguay—Beef extract	39,700 lbs.	

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended Nov. 15, 1930, with comparisons, were as follows:

Week ended	Prev. week.	Cor. week.
West. drsd. meats: Nov. 15.	Nov. 8.	Nov. 1929.
Steers, carcasses	2,497	2,410
Cows, carcasses	1,710	1,787
Bulls, carcasses	28	19
Veals, carcasses	1,523	1,690
Lambs, carcasses	23,014	22,147
Mutton, carcasses	1,190	632
Pork, lbs.	552,974	596,830

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended November 15, 1930, were as follows:

HAMS AND SHOULDERS INCLUDING WILTSHIRES.

	Week ended	Jan. 1,
	Nov. 15.	Nov. 15.
Total	959	2,167
To Belgium	50	540
United Kingdom	861	1,998
Other Europe	15	41
Cuba	86	44
Other countries	12	125

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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW.—The situation in the tallow market in the East continued rather quiet the past week, but the tone of the market was a little steadier. At no time was there any quantity of stuff on the market, but on the other hand, demand was not active, and what business was passing was small and of a routine nature.

While the larger soapers were displaying no particular interest, sentiment in greases took a turn for the better quite generally, although there was little in the news to account for the unrest. Extra f.o.b. was quoted quite generally at 4½@5c, New York, although some pointed out that it was difficult to get the latter figure.

There was little or no encouragement from the leading commodity markets, prices moving irregularly and some commodities making season's lows. The financial market was in better shape and was attracting some attention. The trade was hopeful for an improvement in tallow demand in the near future, particularly for early next year requirements.

At New York, special was quoted at 4½c; extra, 4½@5c; edible, 6½@6½c nominal.

At Chicago, the market for tallow appeared to be holding steady at the recent levels, with an improved demand for prime packer at 5½c f.o.b. This was turned down, sellers asking ½c more for prompt shipment. At Chicago, edible was quoted at 6½c; fancy, 5½c; prime packer, 5½c; No. 1, 4½c; No. 2, 3½c.

At the London auction, prices were unchanged from the previous sales. Four hundred and sixty-five casks were offered and 109 sold. Mutton was quoted at 28s 6d@31s; beef, 27@35s; good mixed, 25s 3d@27s. At Liverpool, Australian tallow was unchanged. Fine was quoted at 31s and good mixed at 26s 6d.

STEARINE.—The market ruled quiet at New York during the week. Stearine was firmly held and was quoted at 8½c. At Chicago, demand was fairly active for stearine. Oleo was quoted at 8c.

OLEO OIL.—A continued quiet demand featured the market at New York, but the tone was steadier. Extra was quoted at 8@8½c; medium, 8@8½c; lower grades, 8c. At Chicago, demand was fair and the market was steady. Extra was quoted at 8@8½c.

See page 39 for later markets.

LARD OIL.—A fair demand was noted at New York and the tone ruled steady. Nearby offerings were moderate. Edible was quoted at 13½c; extra winter, 10½c; extra No. 1, 10c; No. 1, 9½c; No. 2, 9c.

NEATSFOOT OIL.—A fairly steady tone and a moderate trade featured the market the past week. Pure at New York was quoted at 11½c; extra, 10½c; No. 1, 9½c; cold test, 15½c.

GREASES.—While there was no particular activity in the grease markets the past week, there was some improvement in inquiry. The undertone was slightly firmer. Offerings were again

moderate and were well held, and a better feeling in competitive quarters also attracted some attention. Offerings of choice white at New York were limited, while export demand was said to have shown some betterment. A fair routine trade was reported at times, but a close watch was kept on the tallow market.

At New York, choice yellow and house were quoted 4½@4½c; A white, 4½c; B white, 4½c; choice white, 6½@6½c nominal.

At Chicago, trading was fairly active in yellow and choice white and the market was steady. At Chicago, brown was quoted at 3½c; yellow, 3½@4c; B white, 4½c; A white, 5c; choice white, all hog, 5½c.

By-Products Markets

Chicago, November 20, 1930.

Blood.

Domestic blood is nominally \$3.25@3.50. The market is easy.

Unit Ammonia.
Ground and unground.....\$3.25@3.50

Digester Feed Tankage Materials.
Sellers are asking about \$3.25, but buyers' ideas are somewhat less. There is practically no trading.

Unit Ammonia.
Unground, 11½ to 12% ammonia.....\$3.25@3.50 & 10c
Unground, 6 to 8% ammonia.....3.25@3.50 & 10c
Liquid stick.....3.00@3.25

Steam bone meal, special feeding, per ton.....35.00

Packinghouse Feeds.
Product is in fair demand. Prices are quoted on carload basis, f.o.b. producing points.

Per Ton.
Digester tankage, meat meal.....\$@55.00
Meat and bone scraps, 50%.....\$@55.00

Fertilizer Materials.

The market for fertilizer materials continues quiet and featureless. Producers are asking \$2.70 & 10c, f.o.b. Chicago.

Unit Ammonia.
High grd. ground, 10@11% am. \$ 2.70@ 2.80 & 10
Low grd., and ungrd., 9-9½% am. @ 2.40 & 10
Bone tankage, low grd., per ton 10.00@18.00
Hoof meal 2.50@ 2.60

Cracklings.

The crackling market shows practically no change. Demand continues quiet, but offerings are not pressing.

Per Ton.
Hard pressed and exp. unground, per unit protein \$.75@ .80
Soft prad. pork, ac. grease & quality 45.00@50.00
Soft prad. beef, ac. grease & quality 40.00@45.00

Bone Meals (Fertilizer Grades).

The bone meal market is showing little activity. Quotations are nominal.

Raw bone meal for feeding.....\$ @32.00
Steam, ground, 3 & 50.....27.00@28.00
Steam, unground, 3 & 50.....25.00@26.00

Gelatine and Glue Stocks.

Little activity reported. Prices are mostly nominal.

Per Ton.
Kip stock \$35.00@38.00
Calf stock 42.00@45.00
Hide trimmings 30.00@31.00
Horn pits 20.00@23.00
Cattle jaws, skulls and knuckles..... 27.00@30.00
Skins, pizzles 30.00@31.00
Pig skin scrapes and trim, per lb. 3 @3½

Horns, Bones and Hoofs.

Per Ton.
Horns, according to grade.....\$85.00@100.00
Mfg. shin bones.....50.00@70.00
Cattle hoofs 25.00@30.00
Junk bones 17.00@18.00

(Note.—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

The animal hair market is showing a little more activity, a number of contracts having been made the past week.

Summer coil and field dried.....1¼@1½c
Processed, black winter, per lb. 5½@6c
Processed, grey, winter, per lb. 4 @ 5c
Cattle switches, each.....1¼@1½c

* According to count.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Nov. 1 to Nov. 19, 1930, totaled 13,553,183 lbs.; tallow, none; greases, 1,401,600 lbs.; stearine, 28,400 lbs.

Heat CONTROL

Powers Thermostatic Regulators

are accurate and dependable. There is one for every process in the packing industry. Write us about any temperature problem troubling you and we will send bulletin describing the type of regulator that will give you the best results.

27 Years of Specialization in Temperature Control
2725 Greenview Ave., Chicago. Also 35 other cities.

The POWERS REGULATOR CO.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September and October, 1930, with comparisons, prepared by Aspegren & Co., follows:

MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	Tons received.	1930-31.	1929-30.
On hd. begin. of season	45,434	41,606	
August	336,129	239,069	
September	1,040,865	917,344	
October	1,323,103	1,490,757	
Total	2,745,531	2,068,776	
	Tons Crushed.		
1930-31.	1929-30.		
On hd. begin. of season	45,434	41,606	
August	166,598	120,023	
September	560,797	489,048	
October	936,743	902,039	
Total	1,664,138	1,511,110	
	On hand end of month.		
1930-31.	1929-30.		
On hd. begin. of season	45,434	41,606	
August	214,965	160,052	
September	692,033	588,948	
October	1,081,393	1,177,666	
Total	1,664,138	1,511,110	
	Tons.	Tons.	
August	214,965	160,052	
September	692,033	588,948	
October	1,081,393	1,177,666	
Total	1,664,138	1,511,110	

*Estimated seed receipts at crude mills, season 1930-1931.

On hand beginning of season

45,434

Total

5,053,300

5,021,657

On hand beginning of season

45,434

Total

5,098,734

5,063,263

Of which are so far crushed

1,664,138

Destroyed at mills

1,081,393

Seed on hand

2,353,203

Still to be received

2,374,487

1,081,393 tons seed on hand at 315 lbs. crude oil per ton are equivalent to 340,638,795 lbs. crude oil, which at 8 per cent refining loss, equals 313,387,691 lbs. refined oil, or 783,469 barrels.

2,353,203 tons seed still to be received at 315 lbs. crude oil per ton are equivalent to 741,258,945 lbs. crude oil, which at 8 per cent refining loss, equals 681,958,229 lbs. refined oil or 1,704,896 barrels.

*This estimate is based on the Government cotton crop report dated Nov. 8, 1930, of 14,438,000 bales, 700 lbs. seed to a bale.

MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	Pounds produced.	1930-31.	1929-30.
On hd. begin. of season	2,403,447	10,973,358	
August	46,321,710	35,217,974	
September	160,457,531	149,120,542	
October	283,228,955	277,467,876	
Total	505,111,643	472,779,750	
	Shipments.		
1930-31.	1929-30.		
Lbs.	Lbs.		
August	87,780,468	26,025,680	
September	138,311,004	122,523,307	
October	261,218,058	246,835,453	
Total	444,302,560	385,386,440	
	On hand end of month.		
1930-31.	1929-30.		
Lbs.	Lbs.		
August	18,944,680	20,165,652	
September	45,001,216	46,760,887	
October	60,806,083	77,393,310	

DISTRIBUTION CRUDE OIL HOLDINGS.

	Sept. 30, 1930.	Oct. 31, 1930.
At mills	45,031,216	60,806,083
At refineries	7,587,810	10,458,895
In transit to refineries and consumers	26,001,300	39,560,790
Total	79,280,326	110,828,568
110,828,568 lbs. crude oil at 8 per cent refining loss, equals 101,962,283 lbs. refined oil, or 254,906 barrels.		

The Blanton Company

ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

CRUSH PER TON.

During September, 560,797 tons seed produced 169,457,531 lbs. crude oil, equivalent to 302.2 lbs. per ton, or 15.1 per cent, compared with 15.2 per cent last year.

During October, 936,743 tons seed produced 283,928,955 lbs. crude oil, equivalent to 303.1 lbs. per ton, or 15.2 per cent, compared with 15.4 per cent last year.

Total, 1,664,138 tons seed produced 502,708,196 lbs. crude oil, equivalent to 302.1 lbs. per ton, or 15.1 per cent, compared with 15.3 per cent last year.

REFINED OIL.

Pounds produced.

1930-31.	1929-30.
On hd. begin. of season	301,609,092
August	26,524,533
September	102,460,311
October	232,179,418
Total	662,773,354

1930-31.	1929-30.
On hd. begin. of season	338,619,933
August	22,876,555
September	84,351,291
October	210,653,238
Total	656,483,018

Delivered consumers.

1930-31.	1929-30.
On hd. begin. of season	127,860,157
August	130,813,857
September	128,525,860
October	151,816,462
Total	424,856,493

1930-31.	1929-30.
On hand end of month.	200,273,468
August	220,682,631
September	174,207,919
October	254,570,875
Total	231,625,525

On hand end of month.

1930-31.	1929-30.
On hd. begin. of season	165,732,489
At other places	2,165,204
In transit from refin.	6,307,226
Total	174,207,919

1930-31.	1929-30.
On hd. begin. of season	126,730,094
At refineries	130,199,927
September	127,265,435
October	153,954,213
Total	423,314,864

Not available

1930-31.	1929-30.
On hd. begin. of season	1,541,623
Total	1,541,623

1930-31.	1929-30.
On hd. begin. of season	120,730,094
August	130,199,927
September	139,160,724
October	153,954,213
Total	423,314,864

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On hd. begin. of season	127,860,157
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September	139,160,724
October	153,954,213
Total	423,314,864

Not available

Consumption for first 3 months *340,160

*354,047

Monthly av. available for last 9 mos. 129,218

*284,692

Monthly av. available for all 12 mos. 304,184

*302,030

*Actual. †Available.

OIL CHEMISTS' FALL MEETING.

Soap and its manufacture were given much consideration at the annual fall meeting of the American Oil Chemists' Society, held in Chicago, November 13 and 14.

What European soap manufacturers have done to meet changing conditions was outlined in considerable detail in a paper presented by Archibald Campbell, chairman of the soap section of the organization. The majority of European soap plants do not compare favorably in equipment or efficiency with those in this country, he said, although there are a few that probably surpass any in the United States.

What the soybean oil manufacturers are doing to promote the use of soybean oil was related by Otto Eisenchmid, Chicago representative of the Soybean Manufacturers' Association.

The more nearly general use of a new method of determining total fatty acids in soap was pointed to as a possibility by A. K. Church, chief chemist for Lever Bros., Cambridge, Mass.

The detergents committee reported that it had made progress in making tests on soiled cloths. Work for the coming year was also outlined. The report of the glycerine analysis committee told of the steps being taken to determine the amount of moisture and foreign matter in glycerine. No important resolutions came up for consideration.

An event of the meeting was the bowling tournament. Two cups were contested for by the bowlers. The Nuchar trophy cup was won in open competition by the American Maize Products Co. team, and the Oil Chemists' Society championship cup by a Swift & Company team. J. P. Harris, 205 Wacker Drive, Chicago, had charge of the bowling arrangements.

SHORTHENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Nov. 20, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

Shortening. Per lb.

North and Northeast: Carlots, 26,000 lbs. @10%

3,500 lbs. and up @10%

Less than 3,500 lbs. @11%

Northeast: 3,500 lbs. @10%

Less than 3,500 lbs. @10%

Southwest: Carlots, 26,000 lbs. @10%

10,000 lbs. and up. @10%

Vegetable Oil Markets

WEEKLY REVIEW

Trade Quiet—Market Steady—Crude Holding—Outside Markets Irregular Cash Trade Quiet—New Crop Pressure Light—Lard Weak—Seed Strong Weather Better—Sentiment Divided.

The market for cotton oil futures on the New York Produce Exchange the past week ruled rather quiet, but the tone was surprisingly steady. At no time was there any particular demand in evidence, but on the other hand, there continued a complete lack of pressure from the new crop. As a result, the trade was inclined to look on pending developments.

Commission houses were on both sides, as were professionals. Notwithstanding irregular outside markets, with grains and lard distinctly weak, lard making new season's lows under liquidation and weakness in hogs, there was no important selling in oil, or any liquidation whatsoever in the latter market. The steadiness was traceable to firmness within the market. Mills were unwilling sellers of crude, while seed was reported \$2.00 higher than the recent levels and was quoted at \$28.00 per ton.

With the weather clearing in the South, there was a tendency to anticipate an increase in the new crop movement, and this served to halt the rallies. The slightly better tone in securities was against professional pressure in oil, while the Government oil statistics were bullishly construed. October consumption was 380,000 bbls., exceeding all expectations, and comparing with 386,000 bbls. last year.

Oil Distribution Good

The distribution the first three months of the season totaled 1,015,000 bbls., against 1,062,000 bbls. the same time last season and 1,047,000 bbls. the same time two years ago. The consumption figures for the first quarter of the season indicate quite clearly how little cotton oil distribution has fallen off, notwithstanding the depression in general trade.

This large consumption probably has been the chief factor in keeping new crop pressure off the market, and unless there is an unusual drop in con-

sumption in the immediate future there is the possibility that no particular new crop pressure will materialize until after the middle of December. However, it is a question whether or not there will be any material weight of the new crop on the market at these levels.

Visible Supply Smaller.

The larger refiners have considerable confidence in oil values at these prices as is indicated by the lack of hedge pressure on the future market. While it is quite probable that any sharp upturns might bring about considerable hedging, at the same time it does not appear likely that the refiner, who is carrying the bulk of the visible stocks, cares to depress the present levels. The visible supply at the beginning of the month was 1,675,000 bbls., compared

with 1,121,000 bbls. the previous month, and 1,694,000 bbls. the same time last year.

The receipts of seed at the mills for the three months ending with October were 2,700,000 tons, against 2,647,000 tons a year ago. Crushing during the same time was 1,664,000 tons, against 1,511,000 tons last year. Notwithstanding the larger seed-crushings to date, the visible supply of oil was 19,000 bbls. smaller than a year ago. This indicates a larger refining loss, which some are inclined to watch closely owing to the wet climatic conditions that have prevailed recently.

A little crude has been coming out at 6%c in the Southeast and Valley. Packers are reported to be buying, although refiners' ideas were below that level. Southeast was quoted 6 1/4@ 6%c; Valley, 6%c nominal; Texas 6 1/4c.

The weekly weather report said rains were frequent and in many places heavy in most of the Cotton Belt, though there was considerable fair weather in the Northwestern portion. In the central and eastern districts picking of cotton remaining in the fields made poor progress. Damage was reported in some localities, although picking is mostly well along or largely completed. Harvest is nearing completion in most localities in the northwestern belt, where gathering of cotton that remains in the field made a satisfactory advance.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 20, 1930.—The past week's cotton oil markets have been dull to easy, contracts losing about 10 points. Crude is $\frac{1}{2}$ @ $\frac{1}{4}$ lb. lower, considering price declines in lard, cotton oil has held up well. However, foreign oil production has greatly exceeded current selling. This will likely cause a break if cotton and lard should give way. Texas crude, 6@ $\frac{1}{2}$ %; Valley, $\frac{1}{4}$ c. Offerings are light. Bleachable cotton oil offered at 7.20c lb. loose New Orleans, with no takers. Only 52 percent of season's crush of seed has been marketed to November 1.

Dallas.

(Special Wire to The National Provisioner)

Dallas, Tex., Nov. 20, 1930.—Prime cottonseed, f.o.b. cars north and east Texas, \$25.00; west Texas, \$23.00@25.00; prime cottonseed oil, 6½¢; forty three per cent meal, \$28.50; hulls \$9.00; mill run linters, 1½@2½¢.

Memphis

Memphis.

(Special Wire to The National Provisioner.)
Memphis, Tenn., Nov. 20, 1930.—Crude cottonseed oil, 6½@6¾c; forty-one per cent protein cottonseed meal \$27.50; loose cottonseed hulls, \$7.00.

Old	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked
Spot				750	a .
Nov.				750	a .
Dec.				775	a 785
New					
Nov.				740	a .
Dec.				745	a 760
Jan.				755	a 762
Feb.				755	a 770
Mar.	5	773	770	768	a 770
Apr.				772	a 782
May	3	784	782	782	a .
June				785	a 795
Sales	1,000	1,000	1,000	Old	New

Sales, including switches, Old NIL



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

bbls., New 8 Contracts. Crude S. E.
6% Sales and Bid.

Saturday, November 15, 1930.

Old	
Spot	740 a
Nov.	740 a
Dec.	770 a 780
New	
Nov.	735 a
Dec.	735 a 755
Jan.	750 a 759
Feb.	750 a 765
Mar.	762 a 766
Apr.	767 a 773
May	1 778 778 773 a 777
June	775 a 791

Sales, including switches, Old NIL
bbls., New 1 Contract. Crude S. E.
6% Nominal.

Monday, November 17, 1930.

Old	
Spot	750 a
Nov.	740 a
Dec.	100 770 770 768 a 775
New	
Nov.	740 a
Dec.	740 a 758
Jan.	752 a 760
Feb.	752 a 765
Mar.	764 a 767
Apr.	770 a 775
May	2 778 775 778 a
June	780 a 799

Sales, including switches, Old 100
bbls., New 2 Contracts. Crude S. E.
6% Bid.

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

Tuesday, November 18, 1930.

Old	
Spot	750 a
Nov.	750 a 800
Dec.	765 a 770
New	
Nov.	735 a
Dec.	740 a 758
Jan.	750 a 760
Feb.	750 a 765
Mar.	2 762 761 762 a 761
Apr.	765 a 774
May	770 a 774
June	775 a 785

Sales, including switches, Old 100
bbls., New 3 Contracts. Crude S. E.
6 1/4@6%.

Wednesday, November 19, 1930.

Old	
Spot	750 a
Nov.	745 a
Dec.	765 a 772
New	
Nov.	735 a
Dec.	1 750 750 740 a 760
Jan.	750 a 760
Feb.	750 a 765
Mar.	2 762 761 762 a 766
Apr.	765 a 772
May	2 771 771 772 a 774
June	775 a 785

Sales, including switches, Old NIL
bbls., New 5 Contracts. Crude S. E.
6 1/4@6%.

Thursday, November 20, 1930.

Old	
Spot	740 a
Nov.	740 a
Dec.	765 765 765 a 770
New	
Dec.	740 a 760
Jan.	750 a 760
Mar.	762 762 762 a
May	774 773 774 a 775

See page 39 for later markets.

COCOANUT OIL—A moderate trade but a barely steady tone featured the market the past week. Some are looking for a better demand before the close of the year. At New York, tanks were quoted at 5%@5 1/2c; Pacific Coast tanks, 5 1/2@5 1/4c according to position.

CORN OIL—Demand was rather moderate, but the market was very steady. Buyers backed away for a time, but sellers were not pressing notwithstanding the easier tone in corn. Corn oil, f.o.b. mills, was quoted at 7%@7 1/2c.

SOYA BEAN OIL—There was little or no evidence of demand and the market was quoted nominally at 8c New York and 7 1/2@7 1/2c f.o.b. western mills.

PALM OIL—The larger sellers were still out of the market. As a result selling pressure was light, and the small available nearby supplies were held firmly. Soapers' interest, however, continued very limited. At New York, Lagos for shipment was quoted at 5%@5 1/2c; Nigre for shipment, 4.90@5c; bulk oil, 12% per cent acid, 5 1/4c; 20 per cent acid, 5c; 40 per cent acid, 4.85c.

PALM KERNEL OIL—A barely steady tone, owing to a limited consumer interest and fair offerings, featured the market. Tanks at New York were quoted at 5.60c; bulk for shipment, 5%@5 1/2c.

OLIVE OIL FOOTS—Demand was only fair and the market has been relatively steady, due partly to recent strength in exchange rates. At New

York, spot foots were quoted at 6 1/4@6 1/2c; shipment foots, 6 1/4@6 1/2c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand for store oil was moderate, and the market was about steady. Store stocks at New York were 1,665 bbls. Southeast crude, 6 1/4@6 1/2c; Valley, 6 1/4c nominal; Texas, 6 1/4c bid.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Nov. 19, 1930.—The cottonseed meal market held firm during most of the session. Early sales were about a quarter under the close, but the closing prices were firm. Valley slab was sold at \$22.75, about the lowest price of the season. Spot interests still report very slow business and unusually light demand.

Dealers are unable to get shipping orders on their November sales and tonnage is accumulating at the mills. Outside markets were not very active.

The cottonseed futures market in Memphis today was inactive and unchanged in spite of the fact that the mill prices on cottonseed were advanced in Arkansas to \$30.00 f.o.b. gins. January seed was purchasable around \$3.50, but bids were considerably less. Tenders of 100 tons on Nov. contracts were promptly stopped, total deliveries to date on November being 900 tons.

FINANCING COTTON GINS.

Hearings by the Federal Trade Commission in connection with the investigation of cottonseed prices were continued in Columbia, S. C., last week.

B. F. Taylor, secretary of the South Carolina division of the National Cottonseed Products Association, continuing his testimony, stated that a modified Meloy plan of grading was used by the cottonseed crushers in South Carolina last season.

The plan used in South Carolina took into consideration the amount of free fatty acid and trash, he said. All seed samples were graded at mill destination, and in most instances deductions applied where there was a reduction in buying wagon seed.

He said that the mills observed the grading rules to a very large degree, but the independent buyers did not observe them. The custom of allowing haulage charges was discontinued by South Carolina mills in 1918 at the instance of the Food Commission, Mr. Taylor said. The South Carolina association has been on record as opposed to this practice ever since.

Fred E. Culveron, Kershaw, S. C., oil mill operator, was questioned as to advances made by oil mills to ginners. He said that his companies had made between 25 and 30 of these advances this year. He said he thought that in many instances the ginners had nowhere else they could get the money from, due to existing financial conditions, and that loans from oil mills had made it possible for some of them to put in new gins.

Where a mill makes an advance to a ginner, he said, it expects the ginner to sell his seed to the mill at prevailing market prices. He said that his mills had never solicited this business and only made advances where they had been solicited by the ginners.

The Procter & Gamble Co.

refiners of all grades of

COTTONSEED

▼ OIL ▼

PURITAN—Winter Pressed Salad Oil

BOREAS—Prime Winter Yellow

VENUS—Prime Summer White

STERLING—Prime Summer Yellow

WHITE CLOVER—Cooking Oil

MARIGOLD—Cooking Oil

JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Shortenings and Margarines
(58°-60° tire)

COCONUT OIL

MOONSTAR—Coconut Oil

P & G SPECIAL—(hardened) Coconut Oil

General Offices, Cincinnati, Ohio
Cable Address: "Procter"

November 22, 1930.

THE NATIONAL PROVISIONER

39

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were steadier the latter part of week on less liquidation of lard, smaller hog runs, and firmer hog prices. Packers were short buyers and commission houses were on both sides. The technical position of the market is better owing to recent extensive liquidation, but sentiment is mixed. Cash trade is fair.

Cottonseed Oil.

Cotton oil is quiet and featureless but steady due to unfavorable weather and steadiness in crude. Seed advanced to \$30.00 a ton. Speculative buying is light. Southeast Valley crude, 6 1/4c sales; Texas, 6 1/4c bid. Cotton ginnings are larger than expected, totaling 11,962,000 bales, against 11,890,000 bales last year.

Quotations on cottonseed oil at New York Friday noon were: Old contract—Nov., \$7.40 bid; Dec., \$7.68@7.75.

New contract—Nov., \$7.40 bid; Dec., \$7.48@7.65 bid; Jan., \$7.55; Feb., \$7.55 @7.70; March, \$7.65@7.67; Apr., \$7.68 @7.78; May, \$7.76@7.77; June, \$7.80@7.92.

Tallow.

Tallow, extra, 4 1/4@5c.

Stearine.

Stearine, oleo, 8 1/2c.

FRIDAY'S GENERAL MARKETS.

New York, Nov. 21, 1930.—Lard, prime western, \$10.50@10.60; middle western, \$10.35@10.45; city, 10c; refined continent, 10 1/2c; South American, 10 1/2c; Brazil kegs, 11 1/2c; compound, 10 1/2c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Nov. 20, 1930.—General provision market firm; demand very good for A. C. hams. Picnics, fair; square shoulders, very poor; lard, very good.

Friday's prices were as follows: Hams, American cut, 94s; Liverpool shoulders, square, 74s; hams, long cut, none; picnics, 65s; short backs, 93s; bellies, clear, none; Canadian, none; Cumblerlands, 74s; Wiltshires, none; spot lard, 58s 6d.

EUROPEAN PROVISION CABLES.

The market at Hamburg was weak during the week ended Nov. 15, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 257 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 98,000 at a top Berlin price of 15.14c lb., compared with 83,000, at 19.03c lb. for the same week of last year.

The Rotterdam market was rather quiet, with practically no change in prices.

The market at Liverpool was firm because of small stocks and light arrivals expected.

The total of pigs bought in Ireland for bacon curing was 25,000 for the week, compared with 28,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending November 14, 1930, was 123,600, compared with 86,000 for the corresponding week of last year.

BRAZIL LIVESTOCK SLAUGHTER.

Cattle and hog slaughter under government supervision in Brazil was the smallest in three years in the period January to August, 1930. Cattle slaughter amounted to only 329,233 head, compared with 457,285 in 1929 and 955,802 in 1928. Hog slaughter, at 54,182, compared with 107,316 in 1929 and 280,126 in 1928. In the same period the 1930 exports of frozen meats was larger than in either of the previous years, totaling 214,269,792 lbs., compared with 161,914,023 in 1929 and 132,407,707 in 1928.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Nov. 19, 1930, show exports from that country were as follows: To England, 103,091 quarters; to the Continent, 20,789 quarters.

Exports of the previous week were as follows: To England, 5,828 quarters; to the Continent, 63,757 quarters.

EDIBLE GELATINE TARIFF.

The Federal Tariff Commission will hold a hearing in Washington on December 12 regarding the tariff on edible gelatine. Under section 336 of the tariff act provision is made for either increasing or lowering, by a maximum of 50 per cent, the rates expressly fixed in the act itself.

PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for three months ended October 31, 1930, compared with a year ago, as reported by the U. S. Census Bureau:

	COTTONSEED RECEIVED, CRUSHED AND ON HAND (Tons).		
	Received at mills*	Crushed	On hand at mills
	Aug. 1 to Oct. 31, 1930.	1929.	Oct. 31, 1930.
United States	2,700,097	2,647,170	1,511,110
Alabama	238,310	167,088	142,671
Arizona	21,723	21,622	17,284
Arkansas	143,490	247,183	89,938
California	39,572	39,684	26,356
Georgia	370,144	206,020	237,954
Louisiana	143,347	158,088	88,737
Mississippi	341,961	487,190	191,187
North Carolina	130,080	76,241	86,961
Oklahoma	129,798	178,128	89,750
South Carolina	125,000	76,682	85,179
Tennessee	150,555	167,582	76,863
Texas	829,463	786,004	533,591
All other states	36,045	34,788	21,056
			18,331

*Includes seed destroyed at mills but not 45,434 tons and 41,606 tons on hand Aug. 1, nor 16,194 tons and 27,842 tons reshipped for 1930 and 1929, respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	On hand	Produced Aug. 1 to Oct. 31,	Shipped out Aug. 1 to Oct. 31,	On hand Oct. 31,
Crude oil (pounds)	1930-31	7,803,957	502,708,196	444,302,560
Refined oil (pounds)	1930-31	19,181,886	461,806,392	395,386,440
Cake and meal (tons)	1929-30	338,619,933	317,863,085	231,626,525
Hulls (tons)	1930-31	55,352	748,851	602,047
Linters (Running bales)	1929-30	135,220	460,776	327,055
Hull fiber (500-lb. bales)	1930-31	2,659	289,487	170,479
Grabbots, mottes, etc. (500-lb. bales)	1930-31	1,948	9,306	7,300
	1929-30	12,776	14,691	14,146
		8,453	9,437	6,248
			11,879	15,564

*Includes 1,932,090 and 10,458,065 pounds held by refining and manufacturing establishments and 3,558,420 and 39,560,790 pounds in transit to refiners and consumers August 1, 1930 and October 31, 1930 respectively.

†Includes 6,088,528 and 2,475,517 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 5,919,817 and 7,530,987 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1930 and October 31, 1930, respectively.

**Produced from 388,948,306 pounds of crude oil.

TRADE GLEANINGS

Southern Cotton Oil Co., Sheffield, Ala., has let contract for a new warehouse, 60 by 160 ft. The estimated cost is \$20,000.

The Michigan Casing Co., 2807 24th st., Detroit, Mich., has been incorporated with a capital stock of \$10,000.

The Smith Bros. Packing Co., Sioux City, Ia., has under construction a \$15,000 addition to its present plant.

Raskin Packing Co., Sioux City, Ia., has incorporated with a capital stock of \$50,000.

The Acme Packing & Provision Co., Seattle, Wash., plans a \$65,000 addition to its plant. The building will be one story high, 189 by 70 ft., of reinforced concrete.

The People's Packing Co. plant, Oklahoma City, Okla., was recently damaged by a fire which started in the smokehouse.

Jacob E. Decker & Sons Co., Mason City, Ia., has let contract for a hog concentration yard at Des Moines, Ia. The yard will have a capacity of about 2,000 hogs.

Gold Seal Provision Co., 349 East 149th st., New York, N. Y., has been incorporated with a capital stock of \$10,000.

Liberty Packing Corp., New York, N. Y., has been incorporated with a capital stock of \$200,000.

The Chickasha Cotton Oil Co., Chickasha, Okla., has let contract for a new 2-story, 53 by 77 ft. cottonseed oil plant.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended Nov. 15, 1930, amounted to 7,708 metric tons, compared with 5,454 metric tons for the previous week.

November 22, 1930.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Nov. 20, 1930.

CATTLE—Compared with a week ago: Strictly choice long yearlings, steady to 25c lower, all light yearlings unevenly 25@75c lower, mostly 50c down; weighty steers, very uneven, but largely steady to 25c higher, with undertone flabby and undependable; fat cows and cutters, about 25c lower; no appreciable change in bulls or vealers. Extreme top fed yearlings, \$13.25, best medium weighty steers, \$12.25; heavies, \$11.50; most bigweight steers, 1,550- to 1,700-lb. averages, \$9.00@10.00. Most grain fed steers with weight sold at \$9.00@11.50, and most fed yearlings from \$10.50@12.00. The run was approximately 35,000 smaller at eleven large markets. Shipper demand was relatively narrow in response to sluggish beef trade. The weakening influence of the poultry season was seen both in dressed and live markets. Country very indifferent toward heavy feeders; very few western grassers here. Most fat cows sold at \$4.25@5.50, and cutters at \$2.75@3.50.

HOGS—Continued liberal supplies and draggy fresh pork and provision market were bearish factors in declining hog market. Compared with one week ago: All weights, 35@50c lower, packing sows showing a similar downturn. Week's top early, \$8.80; late peak, \$8.25; week's lowest top, \$8.15, equal to lowest top since July, 1924;

late bulk, 220 to 320 lbs., \$8.10@8.20; 170 to 210 lbs., \$8.05@8.15; pigs and light lights, \$8.00@8.25; plainer pigs, \$7.75 downward to \$7.50 and below; packing sows, largely \$7.00@7.35; smooth sorts, to \$7.50 and above.

SHEEP—Compared with a week ago: Fat lambs and yearlings strong to 25c higher, heavy lambs showing the full upturn. Continued small receipts guided the upturn and resulted in improved activity during late sessions. Fat ewes mostly steady; closing bulk prices; good and choice native and fed western lambs, \$7.50@8.00, latter the week's top paid by all interests; range lambs, \$7.00@8.00 to killers; native bucks, \$6.50@7.00; throwouts, \$5.00@5.75; fed range yearlings, \$5.50@7.00; fat native ewes, \$3.00@3.50.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Nov. 20, 1930.

CATTLE—Values of beef steers and yearlings advanced sharply at the week's opening under limited receipts, but on later days the market weakened and a good share of the gain was erased. Final prices are generally steady to 25c higher than a week ago, with medium weight and heavies little changed. Choice 1,043-lb. yearlings scored \$13.50 for the week's ton, but most of the short fed offerings ranged from \$7.50@9.50. Fat cows are steady to 25c higher, while heifers are barely

in line with last Thursday. Bulls closed steady, but vealers are steady to 50c lower, with the late top at \$9.00.

HOGS—Sharp declines in hogs the first part of the week put mid-week prices at the lowest levels since July, 1924. At the low time the extreme top rested at \$7.85 on choice 200- to 250-lb. weights. Some reaction at the close, however, left final prices at 50@60c lower levels against a week ago. The closing top was \$8.05, with the bulk of 160- to 280-lb. weights selling from \$7.85@8.00; packing sows, 50@75c off at \$6.50@7.25.

SHEEP—Receipts of sheep and lambs were the lightest of the year, but only slight gains were registered in values. Fat lambs are around 25c higher, with the late top on fed westerns at \$7.60. Best native lambs reached \$7.50, while the bulk of the arrivals cleared from \$6.75@7.50. Mature classes are steady to 25c lower, with fat ewes selling from \$4.00 down.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nov. 20, 1930.

CATTLE—Sharp advances and declines featured the week's market on fed steers and yearlings, but with the exception of good and choice yearlings losses more than off-set the early upturn, most short feds closing the week around 25c lower with some medium grades with weight off more. Good and choice yearlings are steady to strong. She stock closed the week steady to 25c lower, short fed heifers off most. Vealers lost 50c@\$1.00;



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heavy calves firm. Choice 917-lb. yearlings sold at \$13.40; 1,088-lb. weights, \$13.25; 1,139-lb. weights, \$13.00; 1,244-lb. medium weights, \$12.75.

HOGS—The bear campaign inaugurated this week brought hog prices to the lowest level in two years. While some strength was noted on the closing session, the net loss for the period amounts to 25@50c on most classes of hogs. On Thursday, top registered \$8.00, with bulk of the 180- to 290-lb. weights selling at \$7.75@8.00, and 150- to 180-lb. selections to \$7.50@7.85. Packing sows, \$7.00@7.25; smooth light sows, upward to \$7.35.

SHEEP—Marked curtailment featured the local supply of sheep and lambs and, as a result, substantial price advances were recorded. Compared with a week ago: Slaughter lambs uncover a 50@75c upturn, while sheep show a 25c advance. On Thursday, slaughter woolen lambs sold at \$7.75@8.00; top, \$8.00; clipped lambs, \$7.50; good and choice fat ewes, \$3.50@4.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Nov. 20, 1930.

CATTLE—Compared with one week ago: Choice yearling steers sold strong; other steers, 25@50c lower; well finished mixed yearlings and heifers steady; others, 25c lower; slaughter cows, 25@50c lower; bulls, 25c lower; vealers, \$1.00 lower. Bulk of steers brought \$7.50@10.50, yearlings landing \$13.25 and matured steers \$11.50 as tops. Most fat mixed yearlings and heifers scored \$9.25@11.50, top mixed claiming \$13.10; best heifers, \$11.50. Most cows registered \$4.00@5.00; top, \$6.50; low cutters, principally \$2.25@2.75. Best medium bulls earned \$5.00 today; vealers, \$11.25.

HOGS—Swine prices sank to the lowest point in over two years and closed at the lowest level in six years but recovered 10@25c Thursday to finish 50@60c lower for the week. Top price Thursday was \$8.35, with bulk of 150 to 250 lbs., \$8.15@8.30; pigs, \$8.00@8.15; sows, \$7.00@7.25.

SHEEP—Receipts declined, and fat lamb prices recovered a good share of last week's losses. For the Thursday to Thursday period, values were 25@50c higher. Top lambs Thursday were \$8.00, with bulk \$7.50@7.75; common throwouts, \$5.00@5.50; fat ewes, \$2.50@3.50.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Nov. 20, 1930.

CATTLE—Late decline left slaughter steer and yearling values largely on weak to 25c lower levels, and some short feds indicated further reductions. Choice 1,000-lb. yearlings topped at \$13.25, medium weight beefeves reached \$12.50, better grades cashed mainly at \$10.50@12.25, and short feds went mostly at \$9.00 and below. Fat she stock ruled weak to 25c lower, the maximum loss appearing for beef cows. Short fed heifers cashed freely at \$7.50@8.75, and beef cows bulked at \$3.75@5.25. Vealers weakened, and only selects sold above \$9.00. Little net change occurred for bulls, and medium grades closed mostly \$4.25 down.

(Continued on page 44.)

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Nov. 20, 1930:

Hogs (Soft or oily hogs and roasting pigs excluded): CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. It. (140-160 lbs.) gd-ch.....	\$ 8.00@ 8.25	\$ 8.10@ 8.25	\$ 7.25@ 7.75	\$ 7.60@ 7.90	\$ 7.65@ 7.75
Lt. wt. (160-180 lbs.) gd-ch.....	8.00@ 8.20	8.10@ 8.30	7.50@ 7.85	7.70@ 8.00	7.65@ 7.75
(180-200 lbs.) gd-ch.....	8.00@ 8.15	8.15@ 8.30	7.65@ 8.00	7.75@ 8.05	7.65@ 7.75
Med. wt. (200-220 lbs.) gd-ch.....	8.00@ 8.20	8.15@ 8.30	7.85@ 8.00	7.75@ 8.05	7.65@ 7.75
(220-250 lbs.) gd-ch.....	8.05@ 8.25	8.15@ 8.30	7.85@ 8.00	7.70@ 8.05	7.65@ 7.75
Hvy. pigs (250-290 lbs.) gd-ch.....	8.10@ 8.25	8.10@ 8.25	7.85@ 8.00	7.70@ 8.05	7.65@ 7.75
Pkg. sows (275-300 lbs.) med-ch.....	6.75@ 7.60	6.85@ 7.35	6.50@ 7.35	6.55@ 7.40	6.75@ 7.25
Str. pigs (100-130 lbs.) gd-ch.....	7.75@ 8.25	7.75@ 8.15	7.50@ 8.00	7.75@ 8.00	7.75@ 7.75
Av. cost & wt. Thura. (pigs excl.)	7.83-228 lbs.	8.01-214 lbs.	7.63-238 lbs.	7.70-210 lbs.	7.44-217 lbs.

Slaughter Cattle and Calves:

STEERS (600-900 LBS.):

Choice	12.50@13.25	13.00@13.50	12.25@13.25	12.50@13.50	12.00@12.75
Good	10.25@12.50	10.50@12.00	10.25@12.25	10.00@12.50	10.25@12.00
Medium	8.50@11.00	6.25@10.50	8.00@10.25	6.50@10.00	7.75@10.25
Common	6.25@ 8.50	5.25@ 6.25	5.00@ 8.00	5.25@ 6.50	5.25@ 7.75

STEERS (900-1,100 LBS.):

Choice	12.25@13.25	12.50@13.50	11.75@13.25	11.25@13.50	11.75@12.50
Good	10.00@12.75	10.00@12.50	9.50@12.25	8.75@12.50	9.25@11.75
Medium	8.00@10.25	6.25@10.00	7.75@10.25	6.50@10.00	7.75@ 9.25
Common	6.00@ 8.25	5.25@ 6.25	5.00@ 8.00	5.25@ 6.50	5.25@ 7.75

STEERS (1,100-1,300 LBS.):

Choice	11.50@13.00	10.50@12.50	10.75@12.50	10.00@12.00	10.50@12.00
Good	9.25@12.25	8.50@10.50	8.75@11.75	8.25@11.25	8.50@10.50
Medium	8.00@ 9.75	6.25@ 8.50	7.50@ 9.25	6.25@ 8.75	7.25@ 8.50

STEERS (1,300-1,500 LBS.):

Choice	10.50@12.50	10.00@10.75	10.00@11.75	9.75@10.75	10.00@11.75
Good	8.75@11.50	8.00@10.00	8.25@10.75	8.00@10.00	8.00@10.25

HEIFERS (550-850 LBS.):

Choice	11.50@12.50	11.75@13.00	10.75@11.75	11.00@12.25	11.00@12.00
Good	9.50@11.75	9.00@11.75	8.75@10.75	8.50@11.25	8.75@11.00
Medium	5.75@ 8.75	6.25@ 9.00	5.75@ 9.00	5.50@ 8.75	5.50@ 8.75
Common	5.00@ 6.00	4.50@ 6.25	4.75@ 7.75	4.50@ 5.50	4.25@ 5.50

COWS:

Choice	6.00@ 7.00	6.00@ 6.50	6.00@ 7.25	6.00@ 7.00	6.25@ 7.25
Good	5.00@ 6.00	4.75@ 5.00	5.00@ 6.00	5.00@ 6.00	5.25@ 6.25
Com-med.	3.50@ 5.00	3.75@ 4.75	4.00@ 5.00	3.75@ 5.00	3.75@ 5.25

Low cutter and cutter:

2.50@ 3.50	2.00@ 3.75	2.75@ 4.00	2.50@ 3.75	2.75@ 3.75
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BULLS (YRS. EX. BEEF):

Gd-ch.....	5.00@ 6.25	5.00@ 6.00	4.75@ 5.75	4.50@ 5.75	4.50@ 5.75
Cul-med.....	3.50@ 5.50	3.25@ 5.00	3.25@ 4.75	3.25@ 4.50	3.50@ 4.75

VEALERS (MILK-FED):

Gd-ch.....	8.00@11.00	9.75@11.25	7.50@10.00	7.00@ 9.00	8.00@10.50
Medium	6.50@ 8.00	7.25@ 9.75	5.00@ 7.50	5.00@ 7.50	7.00@ 8.00
Cul-com.....	5.00@ 6.50	4.00@ 7.25	3.00@ 5.00	3.50@ 5.00	4.00@ 7.00

CALVES (250-500 LBS.):

Gd-ch.....	5.50@ 7.50	6.50@ 8.00	6.00@ 8.50	5.50@ 7.50	6.00@ 8.00
Com-med.....	3.50@ 5.50	3.50@ 6.50	4.00@ 6.00	3.00@ 5.50	4.00@ 6.00

Slaughter Sheep and Lambs:

Lambs (90 lbs. down): gd-ch.....	7.00@ 8.25	7.25@ 8.00	7.25@ 7.55	7.00@ 7.00	7.00@ 7.75
Medium	5.75@ 7.00	5.75@ 7.25	6.25@ 7.25	6.00@ 7.00	6.00@ 7.00
(All weights)—Common	4.50@ 5.75	4.50@ 5.75	4.50@ 6.25	5.00@ 6.00	5.00@ 6.00

Yearling Wethers:

(90-110 lbs.)—Med-ch.....	4.50@ 7.00	4.00@ 6.50	4.50@ 6.50	5.00@ 6.50	4.00@ 6.00
Ewes: (90-120 lbs.)—Med-ch.....	2.75@ 4.00	2.50@ 3.50	2.75@ 4.00	3.00@ 4.00	2.50@ 3.75
(120-150 lbs.)—Med-ch.....	2.25@ 3.50	2.25@ 3.25	2.50@ 3.75	2.75@ 3.75	2.25@ 3.50

(All weights)—Cul-com.....

1.00@ 2.75	1.00@ 2.50	1.00@ 2.50	1.50@ 3.00	1.00@ 2.50
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K-M ORGANIZATION



PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, November 15, 1930, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,965	7,568	22,291
Swift & Co.	5,349	4,706	25,005
Morris & Co.	1,584	4,684	6,837
Wilson & Co.	3,556	5,886	8,115
Anglo-American Prov. Co.	1,077	2,424	—
G. H. Hammann Co.	2,233	2,760	—
Libby, McNeill & Libby	499	—	—
Brennan Packing Co.	6,597	hogs;	Independent
Packers Co.	2,169	hogs;	Boyd, Lummus & Co.
	2,255	hogs;	Hygrade Food Products Corp.
	4,534	hogs;	Anglo-American
	5,540	hogs;	others;
	45,837	hogs.	
Total:	Cattle, 19,693; calves, 4,417; hogs, 94,000; sheep, 62,218.		

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,323	4,253	3,100
Cudahy Pkg. Co.	4,067	4,046	3,739
Fowler Straub Co.	239	—	—
Morris & Co.	2,415	3,856	1,407
Swift & Co.	4,654	7,302	4,383
Wilson & Co.	4,072	4,187	3,169
Others	915	567	138
Total	21,082	24,211	15,934

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	4,136	13,612	7,528
Cudahy Pkg. Co.	3,462	9,369	8,312
Dold Pkg. Co.	733	5,259	—
Morris & Co.	1,941	2	2,235
Swift & Co.	3,279	7,658	8,018
Engle Pkg. Co.	22	—	—
Geo. Hoffman & Co.	54	—	—
Mayerowich & Vail	4	—	—
Omaha Pkg. Co.	89	—	—
J. Rife Pkg. Co.	—	—	—
So. Omaha Pkg. Co.	31	—	—
Lincoln Pkg. Co.	261	—	—
Nagle Pkg. Co.	86	—	—
J. Roth & Sons	84	—	—
Sinclair Pkg. Co.	299	—	—
Wilson Pkg. Co.	253	—	—
Others	63	14,157	—
Total	14,797	50,067	26,061

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,350	760	3,130	3,155
Swift & Co.	2,218	1,883	6,012	2,511
Morris & Co.	1,022	297	—	1,010
East Side Pkg. Co.	1,368	—	3,416	313
American Pkg. Co.	606	—	2,891	565
Hell Pkg. Co.	—	—	1,429	—
Krey Pkg. Co.	175	92	6,282	81
Siehoff Pkg. Co.	—	—	1,650	—
Others	3,256	477	16,559	2,040
Total	10,985	3,500	41,309	9,675

Not including 2,751 cattle, 1,366 calves, 31,524 hogs and 1,894 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,462	662	10,862	9,209
Armour and Co.	1,577	223	3,744	2,672
Morris & Co.	1,285	284	6,412	1,705
Others	4,136	2,045	7,312	3,438
Total	9,461	3,214	28,330	17,114

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,064	161	8,601	8,370
Armour and Co.	2,122	149	8,148	8,449
Swift & Co.	1,958	156	4,545	7,980
Smith Bros.	53	—	—	—
Others	1,616	131	7,631	—
Total	8,086	629	29,021	24,805

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,337	724	2,271	512
Wilson & Co.	1,240	734	2,252	549
Others	107	36	648	—

Total 2,684 1,494 5,171 1,101

Not including 76 cattle bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	926	499	3,841	2,257
Jacob Doid Co.	563	22	2,626	38
Wichita D. B. Co.	23	—	—	—
Dunn-Osterling	102	—	—	—
Keefe Le Steurong	23	—	—	—
Fred W. Doid	160	—	410	—

Total 1,737 521 6,877 2,295

Not including 3,512 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	965	31	1,540	1,404
Armour and Co.	816	97	1,919	2,314
Blayne-Murphy Co.	362	79	1,714	51

Total 3,093 655 6,425 5,244

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,566	4,327	24,520	11,930
Cudahy Pkg. Co.	519	916	—	—
Swift & Co.	3,581	6,517	35,388	15,778
United Pkg. Co.	1,598	117	—	—
Others	1,256	25	19,421	12,846

Total 11,113 9,535 20,030 4,779

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,153	6,143	16,868	1,566
Swift & Co., Chi.	223	—	2,002	—
Swift & Co., Harrington, N. J.	—	—	722	—
Swift & Co., Balti.	—	—	682	—
U.D.B. Co., N. Y.	33	—	—	—
Re. Ganz & Co.	20	—	118	50
Armour and Co., Mich.	648	3,197	—	—
Armour and Co., Chi.	234	—	—	—
N.Y.B.D.M.C., N. Y.	35	—	—	—
Others	586	195	1,456	413

Total 11,113 9,535 20,030 4,779

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	901	478	26,677	1,223
Armour and Co.	442	36	2,228	53
Indipinnapolis Abt. Co.	1,175	50	1,006	17
Hilgemier Bros.	5	—	1,200	—
Brown Bros.	138	24	150	12
Riverview Pkg. Co.	11	—	101	—
Schüssler Pkg. Co.	25	—	207	—
Meler Pkg. Co.	145	4	284	—
Ind. Prov. Co.	33	8	244	19
Shelby Hartman Co.	24	9	—	—
Art. Wabnitz	6	40	—	58
Hoosier Abt. Co.	14	—	—	—
Shipper's	1,095	1,830	16,731	4,221
Others	807	94	260	549

Total 14,911 2,582 49,178 6,152

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	21	—	257	—
J. Hillberg & Son.	105	—	50	—
Gus. Juengling	104	112	—	87
E. Kahn's Sons Co.	1,795	238	6,223	1,891
Kroger G. & B. Co.	169	95	1,916	—
Lohrey Pkg. Co.	3	—	240	—
A. Sander Pkg. Co.	5	—	1,244	—
J. Schlaeter's Sons	201	186	—	164
J. & F. Schroth Co.	12	—	3,091	—
J. Kohl & Stegner	273	330	—	94
J. Vogel & Son.	7	3	421	—
Ideal Pkg. Co.	—	—	546	—
Others	—	—	4,308	—
Shipper's	1,010	372	2,995	1,263

Total 10,985 2,582 49,178 6,152

CATTLE.

	Cattle.	Calves.	Hogs.	Sheep.
Total	1,075	50	1,006	17
Oct. average 5 yrs.	1,025-1929	—	1,972,744	873,806 1,082,323
Oct. average 5 yrs.	1,025-1929	—	701,515	414,983 283,239
Total	1,075	50	1,006	17
Oct. average 5 yrs.	1,025-1929	—	636,534	418,584 220,835

CALVES.

	Cattle.	Calves.	Hogs.	Sheep.
Total	1,075	50	1,006	17
Oct. average 5 yrs.	1,025-1929	—	3,411,356	2,048,029 1,392,186
Oct. average 5 yrs.	1,025-1929	—	3,411,644	2,108,326 1,303,224
Total	1,075	50	1,006	17

SHEEP AND LAMBS.

	Cattle.	Calves.	Hogs.	Sheep.
Total	1,075	50	1,006	17
Oct. average 5 yrs.	1,025-1929	—	3,411,356	2,048,029 1,392,186
Oct. average 5 yrs.	1,025-1929	—	3,411,644	2,108,326 1,303,224
Total	1,075	50	1,006	17

HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Total	1,075	50	1,006	17
Oct. average 5 yrs.	1,025-1929	—	3,411,356	2,048,029 1,392,186
Oct. average 5 yrs.	1,025-1929	—	3,411,64	

THE NATIONAL PROVISIONER

RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 15, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	250	12,000	500
Kansas City	500	800	
Omaha	200	3,500	150
St. Louis	250	4,000	100
St. Joseph	100	2,000	1,000
Sioux City	600	2,000	500
St. Paul	800	900	500
Oklahoma City	100	500	100
Fort Worth	150	100	100
Milwaukee	200		
Denver	500	300	10,700
Louisville	200		
Wichita	500	1,000	100
Indianapolis	100	4,000	100
Pittsburgh	1,000	300	
Cincinnati	200	1,200	
Buffalo	100	300	
Cleveland	100	300	
Nashville	200		

MONDAY, NOVEMBER 17, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	53,000	15,000
Kansas City	14,000	8,000	3,500
Omaha	10,000	9,000	5,000
St. Louis	4,000	11,500	500
St. Joseph	2,000	5,000	3,500
Sioux City	8,500	5,500	7,500
St. Paul	7,500	19,000	23,000
Oklahoma City	1,000	1,100	300
Fort Worth	3,200	800	1,400
Milwaukee	500	2,000	200
Denver	17,000	2,600	22,200
Louisville	200	400	100
Wichita	3,500	2,400	800
Indianapolis	500	12,000	1,000
Pittsburgh	1,000	4,500	3,000
Cincinnati	1,600	3,300	300
Buffalo	2,000	10,900	6,700
Cleveland	900	3,800	3,300
Nashville	300	500	300

TUESDAY, NOVEMBER 18, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	45,000	7,000
Kansas City	5,000	6,000	4,000
Omaha	5,000	9,000	4,000
St. Louis	3,000	16,500	2,000
St. Joseph	2,300	8,500	2,500
Sioux City	2,500	8,000	2,500
St. Paul	1,500	9,000	2,000
Oklahoma City	1,500	1,000	300
Fort Worth	2,700	700	600
Milwaukee	500	2,500	600
Denver	4,300	1,200	3,400
Louisville	400	100	300
Wichita	900	1,600	300
Indianapolis	1,000	9,000	1,500
Pittsburgh	600	300	
Cincinnati	400	5,300	500
Buffalo	100	1,200	300
Cleveland	300	1,200	1,400
Nashville	100	100	100

WEDNESDAY, NOVEMBER 19, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	32,000	17,000
Kansas City	4,500	8,000	3,500
Omaha	6,500	10,000	5,000
St. Louis	3,300	12,500	1,200
St. Joseph	2,200	6,000	3,000
Sioux City	2,500	8,500	4,000
St. Paul	1,900	19,000	2,300
Oklahoma City	1,200	1,200	300
Fort Worth	3,400	900	100
Milwaukee	800	5,000	600
Denver	3,400	1,000	10,000
Louisville	200	300	200
Wichita	600	1,700	100
Indianapolis	1,400	8,000	1,000
Pittsburgh	100	1,800	1,500
Cincinnati	300	2,000	600
Buffalo	300	1,300	600
Cleveland	100	1,200	3,100
Nashville	100	400	300

THURSDAY, NOVEMBER 20, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	36,000	11,000
Kansas City	2,600	2,500	3,000
Omaha	2,800	4,000	4,000
St. Louis	2,000	12,500	1,700
St. Joseph	1,000	2,000	1,800
Sioux City	1,800	2,500	1,000
St. Paul	1,800	13,000	4,500
Oklahoma City	1,600	1,300	100
Fort Worth	1,500	500	300
Milwaukee	500	2,500	600
Denver	300	100	4,100
Louisville	100	400	200
Wichita	200	1,700	200
Indianapolis	600	8,000	1,800
Pittsburgh	1,200	500	500
Cincinnati	300	1,800	400
Buffalo	100	2,000	1,300
Cleveland	200	1,400	3,500
Nashville	200		

FRIDAY, NOVEMBER 21, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	1,800	24,000	10,000
Kansas City	700	3,000	2,500
Omaha	500	5,000	6,500
St. Louis	600	6,000	350
St. Joseph	400	3,000	5,500
Sioux City	1,000	3,500	6,500
St. Paul	1,700	4,000	5,000
Oklahoma City	600	800	100

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 10.	10,224	8,828	204,448	84,875
Tues., Nov. 11.	10,753	8,324	183,510	77,672
Wed., Nov. 12.	9,714	10,674	183,382	59,317
Thurs., Nov. 13.	9,573	17,446	179,381	77,686
Fri., Nov. 14.	11,213	10,074	200,401	54,193
Sat., Nov. 15.	10,000	8,482	183,227	53,838

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended November 15, 1930, with comparisons:

CATTLE.

	Week ended Nov. 15.	Prev. week, Nov. 15.	Cor. week, Nov. 15.
Chicago	19,693	20,309	24,576
Kansas City	21,082	23,513	22,583
Omaha	14,344	9,434	12,696
St. Louis	12,248	12,248	12,714
St. Joseph	6,588	7,000	6,022
Sioux City	7,044	7,000	8,248
Wichita	1,737	1,696	2,044
Fort Worth	5,153	5,684	
Philadelphia	1,490	1,591	1,613
Indianapolis	1,424	1,319	2,259
New York & Jersey City	9,350	9,598	8,894
Oklahoma City	4,254	3,110	8,809
Cincinnati	3,479	4,033	3,283
Denver	2,945	2,258	4,504

HOGS.

	Total	104,425	109,109	125,739
Chicago	188,625	159,432	151,307	
Kansas City	24,211	24,296	23,837	
Omaha	36,833	30,669	28,968	
St. Louis	41,369	39,998	33,404	
St. Joseph	21,331	25,749	25,005	
Sioux City	22,753	19,074	23,477	
Wichita	6,877	5,963	5,508	
Fort Worth	17,800	13,923	20,116	
Philadelphia	29,754	19,455	28,204	
Indianapolis	4,847	50,021	58,800	
New York & Jersey City	70,428	80,328	65,730	
Oklahoma City	1,101	564	1,016	
Cincinnati	2,946	3,120	1,103	
Denver	3,107	4,949	5,815	

SHEEP.

	Total	468,879	424,042	435,262
Chicago	62,218	52,053	40,389	
Kansas City	16,834	26,224	12,273	
Omaha	24,021	26,292	20,090	
St. Louis	6,675	7,515	6,350	
St. Joseph	13,666	18,579	12,102	
Sioux City	21,253	13,619	19,183	
Wichita	2,293	1,271	689	
Fort Worth	6,772	6,755	4,845	
Philadelphia	1,820	1,752	1,522	
Indianapolis	1,328	1,118	1,045	
New York & Jersey City	70,428	80,328	65,730	
Oklahoma City	1,101	564	1,016	
Cincinnati	2,946	3,120	1,103	
Denver	3,107	4,949	5,815	

Total 243,183 246,190 195,466

	Up to 1,050 lbs.	Week ended Nov. 13.	Prev. week, Nov. 13.	Same week, Nov. 13.
Toronto	\$ 7.75	\$ 7.60	\$ 9.00	\$ 9.00
Montreal	7.00	6.50	8.50	8.50
Winnipeg	6.50	6.00	8.50	8.50
Calgary	6.00	5.25	8.00	8.00
Edmonton	5.50	5.25	7.50	7.50
Prince Albert	5.00	4.75	7.00	7.00
Moose Jaw	5.65	6.00	8.00	8.00
Saskatoon	4.75	5.00	7.00	7.00

VEAL CALVES.

	\$13.50	\$13.50	\$16.00
Toronto	\$11.00	11.00	15.00
Montreal	9.00	9.00	11.00
Winnipeg	7.00	7.00	9.75
Calgary	9.75	10.75	10.50
Edmonton	9.15	10.00	10.95
Prince Albert	9.75	10.00	11.05
Moose Jaw	9.70	9.45	11.05
Saskatoon	9.05	9.45	11.05

SELECT BACON HOGS.

	\$8.50	\$8.50	\$12.00
Toronto	\$ 8.00	8.00	11.00
Montreal	7.25	7.00	9.75
Winnipeg	7.00	7.00	9.00
Calgary	9.75	10.75	10.50
Edmonton	9.15	10.00	10.95
Prince Albert	9.75	10.00	11.05
Moose Jaw	6.50	6.50	9.00
Saskatoon	6.35	6.50	8.00

CHICAGO HOG SUPPLIES.

Supplies of hogs purchased by Chicago packers and shippers during the week ended Thursday, November 20, 1930, were as follows:

	Week ended Nov. 20.	Prev. week.
Packers' purchases	57,790	95,575
Direct to packers	100,370	85,111
Shippers' purchases	28,515	32,507
Total	216,684	213,083

(Chicago Livestock prices on page 41.)

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Nov. 19, 1930.

CATTLE—All classes of slaughter stock have worked sharply lower here this week, average downturns since Monday figuring unevenly 25@50c, steers and yearlings showing the maximum loss. No choice steers have been included, these being considered salable around \$12.00 or more for light yearlings, the best on offer having been mixed yearlings at \$11.50, with bulk of all weights, comprising warmed-ups and shortfeds, at \$7.00@10.00. Beef cows today sold largely at \$4.00@5.00; heifers, \$5.00@6.00; bulk all cutters, \$2.75@3.75; bulls, \$4.00@4.50. Vealers continue at \$8.50@10.50.

HOGS—Values have dropped to the lowest levels in nearly six years and are on the average 75c under a week earlier. Bulk of the desirable lights, butchers and pigs today sold at \$7.50, with packing sows centering at a spread of \$6.50@7.00 or 50@75c lower on the latter.

SHEEP—Fat lamb values have worked unevenly 25@50c lower, bulk of these on the close today turning at \$7.00@7.25 for trimmed offerings, with throwouts at \$5.75@6.00. Ewes have shown relatively little change, centering at \$3.00@3.50.

SIOUX CITY LIVESTOCK.

(Continued from page 41.)

HOGS—A late recovery, after continued hammering by buying interests, left closing hog prices mostly 30@50c under a week earlier. Most 180- to 300-lb. butchers brought \$7.75@7.90 late, with the top \$8.00, sparingly. Packing sows showed most decline, ruling fully 50c down, bulking from \$7.10@7.25; top, \$7.35 for a few lights.

SHEEP—Light receipts proved a bullish factor in the lamb trade, and for the period the advance figures around 75c. Matured sheep are strong to 25c higher. Thursday's bulk fed woolen lambs, also natives, \$7.75@8.00; fed clipped lambs, 86-lb. average, \$7.60; good and choice slaughter ewes, \$3.25@3.75.

CORN BELT DIRECT TRADING.
(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Nov. 20, 1930.

The following report covers 22 concentration points and 5 packing plants in Iowa and Minnesota. Compared with week ago: Today's prices mostly 45@60c lower. Marketing the heaviest of the season, but slowed up materially with today's slight recovery. Bulk of hogs, comprising 190- to 240-lb. weights, sold from \$7.50@7.75. Light lights and pigs scarce. Packing sows mostly \$6.50@7.00, big weights down to \$6.00; smooth light weights up to \$7.25.

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended November 15, 1930, were as follows:

	Cattle	Calves	Hogs	Sheep
Jersey City	4,496	8,198	4,840	38,358
Central Union	2,782	786	18,167	—
New York	627	2,854	17,877	16,520
Total	7,855	11,038	22,526	73,245
Previous week	8,268	11,806	20,261	69,900
Two weeks ago	9,434	14,782	22,630	68,282

ORDER BUYING BOYCOTT CASE.

Hearings continued this week at St. Louis in the case brought against 47 livestock commission firms at the St. Louis market for alleged violation of the packer and stockyards act, on the ground that they conspired to boycott the cooperative livestock organizations known as the National Order Buying Co. and the Producers' Livestock Commission Co., as well as two local firms which dealt with the cooperatives.

F. G. Ketner, manager of the National Order Buying Co. and a cooperative leader, was on the stand for six days answering questions of the government attorney, C. E. Miles, and the defense attorneys, M. W. Borders, sr., and M. W. Borders, jr. Wallace Potts, order buyer for the cooperative, was another witness. His testimony, admitted against the protest of opposing attorneys, related refusal of various commission men to do business with him. Harry Sparks, of Kennett, Sparks & Co., Ezra Hines, head hog buyer for the cooperative, and other witnesses appeared for the complainants.

Attorney Borders made repeated demands that Secretary of Agriculture Hyde, C. B. Denman of the Federal Farm Board, Assistant Secretary Dunlap and Dr. J. R. Mohler be subpoenaed to testify in regard to his claim that the government had conspired with the cooperatives to put private firms out of business. Examiner Horigan denied to motion, and ordered the remarks of Borders stricken from the record, on the ground that "no tribunal is required to listen to reflections on its integrity."

The government finished its testimony on Thursday, and motions to dismiss made by the defense were denied. The government attorney, C. E. Miles, was called as the first defense witness. Attempt was made to get him to tell how and why the prosecution was started, but he declined to answer such questions.

Elgin T. Cash, head of E. T. Cash & Co., old-line order buying concern, followed Miles to the witness stand and stated that he refused to do business with the Producers' company because he considered its alliance with the National Order Buying Company a menace to the St. Louis market. He also stated that, prior to the time the National opened its branch at the national stockyards, his firm had greatly curtailed its business with the Producers because, he said, it was necessary to buy from it under the "marking the ticket" system. This practice the defense has contended is unfair.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Nov. 15, 1930, were as follows:

	Cattle	Hogs	Sheep
At 20 markets:			
Week ended Nov. 15...	253,000	661,000	397,000
Previous week...	231,000	592,000	413,000
1929...	307,000	730,000	389,000
1928...	301,000	759,000	384,000
1927...	333,000	734,000	247,000
1926...	387,000	631,000	349,000

	Cattle	Hogs	Sheep
At 11 markets:			
Week ended Nov. 15...	523,000	—	574,000
Previous week...	636,000	—	667,000
1928...	667,000	—	641,000
1927...	641,000	—	568,000
1926...	667,000	—	574,000

	Cattle	Hogs	Sheep
At 7 markets:			
Week ended Nov. 15...	180,000	503,000	264,000
Previous week...	166,000	452,000	263,000
1929...	211,000	519,000	220,000
1928...	210,000	517,000	228,000
1927...	233,000	515,000	199,000
1926...	301,000	492,000	220,000

THE WEEK IN HOG FUTURES.

Transactions in the hog future market are reported by the Chicago Livestock Exchange for the week ended Nov. 21, 1930, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended Nov. 21.	Total to Nov. 21.
Pounds sold	198,000	17,506,500
Hogs sold	860	75,430
Contracts sold	—	1,082
Hogs delivered	607	13,848
Pounds delivered	132,550	3,204,980
Av. wt. hogs delivered	—	231

Daily closing quotations for the week ended November 21, 1930, were as follows:

SATURDAY, NOVEMBER 15, 1930.

	Light.*	Med.	Heavy.	even.
Dec.	\$ 8.50	—	—	—
Jan.	8.60	—	—	—

MONDAY, NOVEMBER 17, 1930.

NO TRANSACTIONS.

TUESDAY, NOVEMBER 18, 1930.

WEDNESDAY, NOVEMBER 19, 1930.

THURSDAY, NOVEMBER 20, 1930.

FRIDAY, NOVEMBER 21, 1930.

NO TRANSACTIONS.

*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Un-even weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 160 lbs., or more than 330 lbs. Carlot—1,500 lbs., with a variation not in excess of 1,500 lbs.

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Nov. 14, 1930:

	Week ended Nov. 14.	Prev. week.	Cor. week.
Chicago	188,625	159,432	151,307
Kansas City, Kan.	47,991	44,948	40,711
Omaha	35,733	30,098	25,894
East St. Louis	58,146	57,033	55,179
Sioux City	22,013	19,961	21,615
St. Paul	73,154	63,740	85,291
St. Joseph, Mo.	24,443	24,559	25,732
Indianapolis	31,263	20,532	31,384
New York and J. C.	32,223	33,775	39,133

*Includes St. Louis, Mo.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended November 15, 1930, were 3,424,000 lbs.; previous week, 3,585,000 lbs.; same week last year, 3,438,000 lbs.; from January 1 to November 15 this year, 162,878,000 lbs.; same period a year ago, 172,904,000 lbs.

Shipments of hides from Chicago for the week ended November 15, 1930, were 2,806,000 lbs.; previous week, 3,158,000 lbs.; same week last year, 4,014,000 lbs.; from January 1 to November 15 this year, 146,526,000 lbs.; same period a year ago, 189,581,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended November 15, 1930, were as follows:

	New York.	Boston.	Phila.
Nov. 15, 1930.	5,823	982	—
Nov. 8, 1930.	17,456	563	1,768
Nov. 1, 1930.	30,511	400	10
Oct. 25, 1930.	20,578	23,847	27,939
To date, 1930...	1,406,230	688,400	506,017
Nov. 16, 1929.	83,005	106,102	3,397
Nov. 9, 1929.	85,702	14,345	20,998
To date, 1929...	1,836,776	512,172	545,068

Hide and Skin Markets

Chicago.

PACKER HIDES—The packer hide market was very dull again this week, with no trading whatever reported so far in the Chicago market. While buyers and sellers remain at least a full cent apart in their ideas of values, the situation is not a deadlock but has been characterized by an entire lack of interest on the part of both buyers and sellers. Trading for several weeks past has been confined to small sales by one packer without tanning account outlet, and this packer has kept fairly well sold up. Other packers have refused to recognize the prices obtained as establishing the market. Some packers report fairly good inquiries for export shipment.

The New York Hide Exchange prices declined sharply during the week, on a fairly active trade, influenced to a great extent by sales made by various outside independent packers, in the absence of trading in big packer market.

Leather business remains very slow, in sympathy with general business conditions, and no great activity can be expected here until the situation on raw hides has been clarified.

Spready native steers 13@13½c, nom. Heavy native steers quoted 11½@12½c; sales at the inside figure in the East, while other packers ask top figure at Chicago. Extreme native steers quoted around 10½c.

Butt branded steers sold in the East at 11½c, while Chicago packers ask 12½c; Colorados moved at 11c in the East, with 12c asked here. Heavy Texas steers 11½@12½c, nom. Light Texas steers quoted around 11c; extreme light Texas steers about 9c.

Heavy native cows were sold by one packer last week at 10c; others asking 11c, and one packer sold 3,000 for export to net almost 11c. Light native cows last sold at 9½c; other packers ask 10½c. Branded cows quoted 9c last paid, others asking 10c, with 8½c bid. Native bulls around 6½@7c, nom.; branded bulls about 6c, nom.

Some trading by outside independent packers included 1,000 October-November butt brands at 11½c, and 2,300 September to November Colorados at 11c. Sales of Canadian hides included 1,800 November extreme native steers at 9½c, 12,000 October light native cows at 9c, and 4,200 October-November branded cows at 8½c, f.o.b. Toronto, duty paid.

South American market about unchanged. Last trading was 4,000 La-Plata steers coming to this country at \$32.50 gold, equal to about 12½c, c.i.f. New York; earlier trading was at same gold price, equal to about 12 9/16c, difference due to exchange rate fluctuations, and this price paid late last week. Uruguay steers sold at \$34.50 for 4,000, equal to 13½c, c.i.f. New York.

SMALL PACKER HIDES—Market about unchanged. Last local killer holding November hides sold 5,000 this week at 9c for all-weight native steers and 8½c for branded; same prices previously secured by all other local killers. An outside packer sold 3,000 November at end of last week at same prices, and various re-sales to tanners reported at that time on same basis.

Last news from the Pacific Coast market was some re-sale lots of Sep-

tember hides last week at 8½c for steers and 7c for cows, f.o.b. shipping points.

COUNTRY HIDES—Country market more or less at a standstill and in the absence of trading on a good scale in the packer market to establish prices, quotations are purely nominal. At these levels it is difficult for dealers to secure hides at interior points on a basis that will enable them to operate. A few all-weights sold early at 7c, selected, delivered, for 48 lb. av., but buyers' ideas now not over 6½c. Heavy steers and cows 6@6½c, nom. Early sales reported on buff weights at 7c, buyers' ideas now 6½c. Extremes, 25/45 lb., sold late last week at 9c; now quoted 8½c, nom. Bulls 4@4½c, nom. All-weight branded 5@5½c, less Chicago freight.

CALFSKINS—Trading awaited to establish market on packer calf. Last sale was at 20c for a car, last week, with some offered at 19c in another direction.

Last trading in Chicago city calf was at 15c for 8/10 lb. and 17½c for 10/15 lb., last week; market dull. Mixed cities and countries 14@14½c; straight countries 11@11½c.

KIPSKINS—Last trading reported on packer kipskins was at 17c for northern natives and 15c for overweights. October take-off; market easy and dull and quoted nominally around 16c for natives, some quoting 16½c, nom.

Chicago city kipskins last sold at 15c and quoted nominally about 14½c. Mixed cities and countries around 12c, straight countries 10@10½c.

Packer regular slunks quoted \$1.10 last paid for Octobers; hairless last sold at 40c for large, half-price for small.

HORSEHIDES—Market about unchanged and easy. Straight city renderers quoted \$3.50@3.75, ranging down to \$2.50@3.00 for fair mixed city and country lots.

SHEEPSKINS—Dry pelts selling at 9c for 1½-inch wool and up, short wool half-price. Big packer beaver shearlings or Fall clip lambs moving at \$1.15 and \$1.05 for smaller ones, to outlets for fur purposes. Pickled skins quoted \$3.00@3.25 per doz. straight run at Chicago; one packer moved couple cars this week to average \$3.30 per doz., and sales reported in other directions at \$3.00 per doz. for several cars. November lamb pelts quoted 55@60c, according to quality; country lamb pelts 20@30c.

PIGSKINS—No. 1 pigskin strips available at 6c per lb. Frozen gelatine scraps quoted 3c per lb. for prompt shipment, 3½c recently paid for shipment next year.

New York.

PACKER HIDES—Moderate trading at lower prices. One packer sold 3,500 November native steers at 11½c, and 2,800 butt branded steers at 11½c; another packer sold November native and butt branded steers same basis, and Colorados at 11c.

COUNTRY HIDES—Market dull with very little interest shown by either buyers or sellers. Buff weights around 7c, nom., and mid-west extremes quoted 8½@9c asked.

CALFSKINS—Market about steady, with collectors' 5's sold at \$1.45 and

packers' at \$1.55; some collectors' 7-9's sold at \$1.90; last trading in 9-12's was at \$2.70. Some heavy kips, 17 lb. up, sold at \$4.00.

New York Hide Exchange Futures.

Saturday, November 15, 1930—Close: Dec. 9.30@9.40; Jan. 9.65n; Feb. 10.05n; Mar. 10.25n; Apr. 10.55n; May 10.82 sale; June 11.10n; July 11.35n; Aug. 11.60n; Sept. 11.82 sale; Oct. 12.05n. Sales 11 lots.

Monday, November 17, 1930—Close: Dec. 9.20@9.35; Jan. 9.55n; Feb. 9.95n; Mar. 10.20n; Apr. 10.50n; May 10.78 sale; June 11.05n; July 11.30n; Aug. 11.55n; Sept. 11.75@11.78; Oct. 12.00n. Sales 19 lots.

Tuesday, November 18, 1930—Close: Dec. 8.80 bid; Jan. 9.20n; Feb. 9.60n; Mar. 9.85n; Apr. 10.15n; May 10.49@10.50 sales; June 11.75n; July 11.00n; Aug. 11.20n; Sept. 11.40b; Oct. 11.60n. Sales 92 lots.

Wednesday, November 19, 1930—Close: Dec. 8.55@8.65; Jan. 8.90n; Feb. 9.30n; Mar. 9.60n; Apr. 9.85n; May 10.05@10.15; June 10.35n; July 10.60n; Aug. 10.85n; Sept. 11.10@11.15; Oct. 11.30n. Sales 66 lots.

Thursday, November 20, 1930—Close: Dec. 8.25@8.45; Jan. 8.65n; Feb. 9.05n; Mar. 9.40n; Apr. 9.65n; May 9.90@9.93; June 10.20n; July 10.40n; Aug. 10.65n; Sept. 10.90 sale; Oct. 11.10n. Sales 91 lots.

Friday, November 21, 1930—Close: Dec. 8.10b; Jan. 8.50n; Feb. 8.90n; Mar. 9.25n; Apr. 9.50n; May 9.77 sale; June 10.05n; July 10.25n; Aug. 10.50n; Sept. 10.75@10.80; Oct. 10.95n. Sales 60 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Nov. 21, 1930, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Nov. 21.	Prev. week.	Cor. week, 1929.
Spr. nat. str's.	13 @13½n	@13½n 17	@17½n
Hvy. nat. str's.	11½@12½	12 @12½	@15½b
Hvy. Tex. str's.	11½@12½	12 @12½	@14
Hvy. butt brand'd	11½@12½	12 @12½	@14b
Hvy. Col. str's.	12 @12½	11½@12	@18½b
Ex-light Tex. str's.	9 @10	9 @10	12½@13n
Brnd'd cows.	9 @10	9 @10	12ax
Hvy. nat. cows.	10 @11	10 @11	@14
Lt. mat. cows 9½@10½	9½@10½	9½@10½	@13½
Nat. bulls.	6½@7n	7n	@10
Brnd'd bulls.	6n	6n	@9n
Calfskins.	19 @20n	19 @20n	@20
Kips, nat.	11m	11m	@18
Kips, ov.-rt.	14n	14n	@16
Kips, brnd'd.	12½@13n	12½@13n	@14½
Slunks, reg. hris.	11.10	11.10	@1.20
Slunks, reg. hris.	35 @40	35 @40	@25n
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.			
Nat. all-wts.	@ 9	@ 9	@13½n
Brnd'd.	8½	8½	12½@13n
Nat. colts.	6½n	7n	9½@10n
Brnd'd.	6n	6n	8½@9n
Calfskins.	16 @16½n	16½ @17n	@18½
Kips.	14 @14½n	15 @15	@16½
Slunks, reg.	1.05	1.05	@1.10
Slunks, hris.	30 @30	30 @30	@20n

COUNTRY HIDES.			
Hvy. steers.	6 @ 6½n	6½ @ 7	10 @ 10½
Hvy. cows.	6 @ 6½n	6½ @ 7	10 @ 11½
Buffs.	6½ @ 6½n	6½ @ 7½	11 @ 12½
Extremes.	4 @ 4½n	4½ @ 5n	7 @ 7½
Bulls.	4 @ 4½n	4½ @ 5n	7 @ 7½
Calfskins.	11 @ 11½n	11 @ 11½n	@14n
Kips.	10 @ 10½n	10 @ 10½n	@13n
Light calf.	75 @ 90	75 @ 90	1.00@1.10
Deacons.	75 @ 90	75 @ 90	1.00@1.10
Slunks, reg.	5 @ 60	5 @ 60	50 @ 60n
Slunks, hris.	5 @ 10n	5 @ 10n	@10n
Horsehides.	2.50@3.75	2.75@4.00	3.75@4.75
Hogskins.	@50	@50	55 @ 60

SHEEPSKINS.			
Hyr. lambs.	@ 60	60 @ 65	1.20@1.30
Sml. pkr. lambs.	45 @ 50	45 @ 50	1.00@1.15
Pkr. shearlings.	35 @ 80	35 @ 80	1.00@1.15
Dry pelts.	@ 9	9 @ 10	17 @ 18



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Chicago Section

W. B. Traynor, vice-president, Swift & Company, was in New York last week.

H. S. Johnson, vice-president in charge of sales, Armour and Company, spent a few days in New York last week.

President J. S. McLean and vice-president E. C. Fox of Canada Packers, Ltd., Toronto, were in town during the week.

Lem Levy, construction department, Wilson & Co., Inc., has just returned to Chicago after several months in South America.

George L. Franklin, president and general manager, Dunlevy-Franklin Co., Pittsburgh, Pa., spent some time in Chicago during the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 15,529 cattle, 5,701 calves, 73,140 hogs and 27,224 sheep.

Provision shipments from Chicago for the week ended Nov. 15, 1930, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
Cured meats, lbs.	11,555,000	12,023,000	22,016,000
Fresh meats, lbs.	46,731,000	50,175,000	42,160,000
Lard, lbs.	8,270,000	7,838,000	10,974,000

Thomas E. Wilson returned last week from his annual hunting trip to the mountains of New Mexico. He was accompanied by James S. Agar, Robert H. Hunter and other celebrated sportsmen who have joined this annual trek for many years.

Mrs. Frank Lane, mother of "Billy" Lane, widely known in Board of Trade circles, died November 15 at the age of 80 years. Mrs. Lane was born at Illinois and La Salle streets, Chicago, and spent her entire life in the section of the city near her birthplace.

The thousands of friends of John W. Hall throughout the industry will be glad to learn that he is rallying from two major operations performed last week at the Mayo Bros. hospital at Rochester, Minn. For a time his life was despaired of, but that famous apostle of health rallied remarkably and at last reports was on his way to recovery.

G. T. McClean, who has been associated with vice-president W. C. White of Armour and Company, and previously was superintendent of the Chicago plant, has been made assistant to E. S. Waterbury, vice-president in charge of pork operations. Ross Trullinger, also formerly associated with Mr. White, has succeeded Mr. Waterbury as manager of the Omaha plant of Armour and Company.

R. C. Sims, superintendent of the Chicago plant of Swift & Company, has been made superintendent in charge of produce plant operations. He is succeeded as superintendent of the Chicago plant by C. F. McKim, assistant

superintendent at Chicago. Mr. McKim has been with Swift for 32 years, rising through every department to division superintendent, and doing special work abroad before becoming assistant superintendent at Chicago.

PHIL. ARTHUR IS DEAD.

Philip S. Arthur, president of the Silver Fox Lard Co., Inc., New York, passed away at his home, Orange, N. J., on Monday, Nov. 17, at the age of 50 years, following a brief illness. Funeral was held on Wednesday, with burial at Westfield, N. J. Mr. Arthur was a member of the New York Produce Exchange for twenty years, and was active on the committee in charge of lard, trade and transportation, as well as being a member of the board of managers.

The refinery of the company is located at Carlstadt, N. J., with offices in the Produce Exchange, which are operated under the name of the Arthur Company. It is expected that the business will continue as in the past, under the direction of Secretary J. J. White.

LESTER ARMOUR RESIGNS.

Lester Armour, vice-president of Armour and Company, resigned on November 3, after a company association of 11 years. In 1919, following his return from naval aviation service in the world war, Mr. Armour spent some time in the sales and operating departments, and finally was assigned to assist in the supervision of pork operations and placed in charge of the company's small plants.

In 1926 he was elected a vice-president of the company, which position he held to the time of his resignation. Mr. Armour is a grandson of P. D. Armour, the founder of Armour and Company.

HASKINS SALES EXPANSION.

R. G. Haskins Company, Chicago, manufacturers of portable electrical flexible shaft equipment, announce the appointment of Elmer P. Grismer as general sales manager. Mr. Grismer will concentrate on the industrial division. At the same time L. D. Bowden has been appointed sales manager of the newly-formed automotive division. Mr. Bowden formerly handled general sales in the Chicago and South Bend territory.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Nov. 15, 1930:

West. drsd. meats:	Week ended Nov. 15.	Prev. week.	Cor. week.
Steers, carcasses	2,291	2,441	2,331
Cows, carcasses	818	841	809
Bulls, carcasses	236	190	308
Veals, carcasses	1,514	1,907	1,716
Lambs, carcasses	13,144	13,746	10,071
Mutton, carcasses	1,326	909	2,265
Pork, lbs.	553,918	575,475	452,103

Local slaughters:	Week ended Nov. 15.	Prev. week.	Cor. week.
Cattle	1,400	1,591	1,613
Calves	1,939	1,984	2,059
Hogs	17,800	15,933	20,116
Sheep	6,772	6,755	5,823

Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

CHARGE FOR TYING BULLS.

Question: A Pennsylvania packer killing a great many bulls calls attention to the fact that he is forced to pay for tying these bulls at market points and asks if this is common or necessary.

Answer: Straight cars of bulls can be and are shipped not tied. Experienced cattle men claim that it requires but a short period to establish the herd lead and that little fighting will be found thereafter.

Many railroads, however, demand that each bull be securely tied.

This tying is generally performed by men engaged in that work upon the large markets.

A technical point is involved and has never been settled by any court or commission.

The law requires the carriers to pay for the loading of all live stock for slaughter, when the shipments come from public market. Many experienced traffic men hold to the view that the term "load" in the case of bulls, would comprehend the necessary tying. If that is correct, the railroad company should absorb this extra expense.

In any event it raises a nice point that deserves consideration.

Another question and answer will appear in this column in the next issue of THE NATIONAL PROVISIONER.

NEW ZEALAND LIVESTOCK.

Record numbers of cattle and sheep in New Zealand are reported in a recent census of that country, the cattle population totaling 3,765,668 and sheep 30,841,287. The sheep population a year ago numbered 29,051,382 head. The cattle population has shown an increase of 507,939 since 1927 and exceeds by 202,171 the previous record made in 1924. The pig population, on the other hand, is showing a rapid decline.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Nov. 15, 1930, with comparisons:

West. drsd. meats:	Week ended Nov. 15.	Prev. week.	Cor. week.
Steers, carcasses	8,473 1/2	8,670	8,781
Cows, carcasses	1,277	1,007	1,123
Bulls, carcasses	277	210	236
Veals, carcasses	11,370	11,419	10,043
Lambs, carcasses	29,983	30,493	24,237
Mutton, carcasses	1,774	2,023	4,785
Beef cuts, lbs.	290,580	352,045	393,335
Pork, lbs.	2,359,344	1,773,908	1,889,212

Local slaughters:	Week ended Nov. 15.	Prev. week.	Cor. week.
Cattle	9,350	9,598	8,894
Calves	12,317	12,826	12,633
Hogs	48,467	50,021	58,805
Sheep	76,828	80,328	65,730

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	Cor. week,	Nov. 19, 1930.
Prime native steers	21	@22½	25 @26
Good native steers	19	@20	23½ @24½
Medium steers	17	@19	22 @23
Heifers, good	14	@18	19 @23
Cows	9	@12½	14 @17
Hind quarters, choice	9	@29	30 @31
Fore quarters, choice	10	@10½	20 @21

Beef Cuts.

Steer loins, No. 1.	@34	@44
Steer loins, No. 2.	@32	@40
Steer short loins, No. 1.	@42	@56
Steer short loins, No. 2.	@38	@49
Steer loin ends (hips).	@26	@32
Steer loin ends, No. 2.	@26	@32
Cow loins	@18	@27
Cow short loins	@23	@30
Cow loin ends (hips)	@14	@20
Steer ribs, No. 1.	@23	@29
Steer ribs, No. 2.	@22	@27
Cow ribs, No. 1.	@13	@17
Cow ribs, No. 2.	@10	@14
Steer rounds, No. 1.	@17	@20
Steer rounds, No. 2.	@16½	@19½
Steer chuck, No. 1.	@15	@20
Steer chuck, No. 2.	@14½	@19
Cow rounds	@11½	@16½
Cow chuck	@11	@15½
Steer plates	@10½	@14
Medium plates	@8½	@12½
Briskets, No. 1.	@15	@19
Briskets, No. 2.	@8	@12
Cow naval ends	@8½	@12
Hire shanks	@10	@13
Hind shanks	@6	@10
Strip loins, No. 1, bals.	@60	@40
Strip loins, No. 2.	@50	@30
Sirloin butts, No. 1.	@32	@35
Sirloin butts, No. 2.	@24	@25
Beef tenderloins, No. 1.	@60	@75
Beef tenderloins, No. 2.	@55	@70
Rump butts	@30	25 @30
Flank steaks	@28	@27
Shoulder clods	@12½	19 @21
Hanging tenderloins	@10½	@20
Insides, green, 6@8 lbs.	@13	
Outsides, green, 5@6 lbs.	@11½	
Knuckles, green, 5@6 lbs.	@13½	

Beef Products.

Brains (per lb.)	@12	@12
Hearts	@9	@14
Tongues, 4@5	35	@626
Sweetbreads	@22	@42
Ox-tails, per lb.	@15	@17
Fresh tripe, plain	@8	7 @8
Fresh tripe, H. C.	@10	@10
Livers	@18	17 @22
Kidneys, per lb.	@11	@14

Lamb.

Choice lambs	@17	@25
Medium lambs	@15	@23
Choice saddles	@22	@30
Medium saddles	@20	@28
Choice fore	@12	@20
Medium fore	@10	@18
Lamb fries, per lb.	@33	@33
Lamb tongues, per lb.	@16	@16
Lamb kidneys, per lb.	@25	@30

Mutton.

Heavy sheep	@7	@9
Light sheep	@9	@13
Heavy saddles	@9	@12
Light saddles	@12	@16
Heavy fores	@5	@6
Light fores	@7	@10
Mutton legs	@14	@20
Mutton loins	@12	@12
Mutton stew	@6	@9
Sleep tongues, per lb.	@16	@16
Sheep heads, each	@10	@12

Fresh Pork, Etc.

Pork loins, 5@10 lbs. av.	@16	@20
Picnic shoulders	@12	@15½
Skinned shoulders	@13	@14½
Shoulder blades	@47	@45
Spare ribs	@10	@15
Bacon	@13	@14½
Boston butts	@15	@18
Boneless butts, collar trim	@24	
Hocks	@10	@13
Tails	@10	@12
Neck bones	@4	@5
Slip bones	@14	@14
Blade bones	@13	@14
Pigs' feet	@5	@7
Kidneys, per lb.	@10	@11
livers	@9	@9
Brains	@12	@14
Ears	@7	@7
Snouts	@7	@7
Heads	@9	@10

Veal.

Choice carcass	16	@18	22 @23
Good carcass	10	@15	15 @21
Good saddles	20	@23	25 @30
Good racks	10	@15	15 @18
Medium racks	8	@8	12 @13

Veal Products.

Breasts, enchi	@12	12	@14
Sweetbreads	@60	@80	
Calf livers	@60	@63	

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@28
Country style sausage, fresh in link	@19
Country style pork sausage, fresh	@28
Frankfurts in hog casings	@19
Bologna in beef bungs, choice	@17
Bologna in beef middles, choice	@19
Liver sausage in hog bungs	@23
Liver sausage in beef rounds	@14
Head cheese	@16
New England luncheon specialty	@23
Minced luncheon specialty, choice	@17
Tongue sausage	@25
Blood sausage	@17½
Souse	@13
Polish sausage	@19

DRY SAUSAGE.

(Cervelat, choice, in hog bungs...)

Cervelat, choice, in hog bungs...	@47
Thuringer Cervelat	@32
Farmer	@32
Holsteiner	@30
B. C. Salami, choice	@47
B. C. Salami, new condition	@41
Frances, choice, in hog middles	@39
Genoa style Salami	@52
Pepperoni	@37
Mortadella, new condition	@23
Capicoli	@62
Italian style hams	@39
Virginia hams	@33

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—

Small tins, 2 to crate	\$0.00
Large tins, 1 to crate	7.00
Frankfurts style sausage in sheep casings—	
Small tins, 2 to crate	7.25
Large tins, 1 to crate	8.25
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate	6.75
Large tins, 1 to crate	7.75
Smoked link sausage in hog casings—	
Small tins, 2 to crate	6.25
Large tins, 1 to crate	7.25

Highest grade natural color animal fat

margarine in 1-lb. cartons, rolls or

prints, f.o.b. Chicago

White animal fat margarines in 1-lb.

cartons, rolls or prints, f.o.b. Chicago

Nut. 1-lb. cartons, f.o.b. Chicago

per lb. less.)

Pastry, 60-lb. tubs, f.o.b. Chicago

per lb. less.)

Oil weighs 7½ lbs. per gallon. Barrels contain

about 50 gals. each. Prices are for oil in barrels.

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Retail Section

Good Window Displays Attract Customers and Increase Meat Sales

Many retail meat dealers do not appreciate, it seems, the potential sales value of their display windows. Properly used, these can be made profitable aids in attracting people to the store and increasing sales.

How much in the way of sales can the retail meat dealer expect from good window displays?

What meats sell best when displayed in the windows?

What kind of window displays bring the best results?

These are important questions. Not many retailers can answer them correctly.

However, it is not a difficult matter to obtain the information, providing the dealer is willing to give the matter some thought and attention and keep a few simple records.

Tests can be made that will show just how much in dollars and cents the windows are worth, and how they can be used to get the most from them. The following article explains how this can be done.

Improving Window Displays

By J. E. Bullard.

A series of tests made in seven meat stores in different locations showed increases in sales of from 50 to nearly 300 per cent as a direct result of window displays. These tests were made in the following manner:

A record was kept of sales of items shown in the window. This record covered a period of two weeks.

To reduce the amount of labor involved in keeping the record and to assure accuracy, an inventory was taken two weeks before the window display was made and the day before the display was in the window.

All stock received was added to the first inventory and the difference between the two inventories found. This gave the number of each item sold during the two-week period. The record of sales during the period the display was in the window was made in the same manner.

When the display was placed in the window, a display of the same items was also made in the store. This was placed as near the front as possible. This was done because experience has shown that a window display that attracts attention and influences people

to enter the store may not mean the sale of the items displayed unless these same items are seen in the store when the customer enters.

This was determined by a store that had an extremely attractive display of goods in the window. Inside the store was a display of goods that had arrived more recently. Very few sales were made of the goods shown in the window, but the sales of the goods displayed in the store were materially increased. A careful study of the situation showed that people were attracted by the window display, entered the store, saw the display of the other goods and bought them rather than the goods they had come into the store to buy.

Arranging the Display.

In making the window display tests in the seven stores mentioned, no advertising of the goods was done while they were on display. There were no special price offers or other merchandising stunts. The tests were made to learn just how effective window displays are as makers of sales. And nothing was done to assist the windows aside from the store displays.

These particular items had not been displayed in the window to any degree before the tests, and they had not been advertised or otherwise pushed to any extent. As a matter of fact, some of

the stores were not at all certain that it was worth while to make displays of these goods. It was felt that if people wanted them they would call for them. If they did not want them, they would not buy them anyhow.

The actual increase in sales during the displays, however, was convincing proof that window displays do have a worth-while selling power. Any butcher is likely to find that he is able to secure similar results from his show windows.

The first step in making such a test, of course, is to plan the display and decide exactly what is going to be put into the window. It is a good idea to make a sketch of the display. This may be very rough, just something to indicate how the display is to be arranged and exactly what in the line of goods is going into it.

A list of the items can be made. Have five columns at the right of the items. In the first write the retail price; second, the number of items in the beginning inventory; third, the closing inventory; fourth, the difference between the second and third columns; and in the fifth column, the total of the sales of each item. In case more stock is added during the period, enter this above the inventory figures in the second column, adding these two figures together to obtain the correct total for the beginning inventory.

How Records Are Kept.

At the top of the sheet write the date when the test began and when it ended.



MOST EFFECTIVE TYPE OF WINDOW DISPLAY CAN BE DETERMINED.

Meat retailers are coming to appreciate more and more that retail selling can be made less wasteful and more efficient. And the one big promise is effective display. Goods can be made to sell themselves if they are shown in an effective manner. One of the difficulties in the way of better displays is lack of information. How this can be obtained in respect to window displays is told in the accompanying article.

November 22, 1930.

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Use one sheet for the period before the display is made and another for the period during the display. Both these periods should be of exactly the same length. If the tests are to be made for one week or two weeks, then the normal sales test will naturally be the one- or two-week period before the display is made. If the tests are to cover only three days or a week and three days—in other words if the display period is not in full weeks—then the corresponding days of the week should be used for the normal sales record.

For example, suppose displays are to be in the window and in the store on Wednesday, Thursday, Friday and Saturday. Then the normal sales record would cover Wednesday, Thursday, Friday and Saturday of the week before the display is made.

If the retailer keeps a record of the period following the display he will realize why the normal sales record needs to be made before the display rather than after it. Quite frequently product displayed will create a demand that continues for some time after the display has been taken out of the window.

Photographs Supplement Records.

Good locations for the store displays are near the place where the packages are wrapped or near the cash register. A display close to the door is also good if there is always someone near to serve the customer. The best location is a spot which every customer coming into the store will see and where it is handy to make sales.

In order to have the maximum data available for use in the future it is a good plan to take a photograph of the window and store displays. In displays especially effective in making sales, it is still more important that a photograph be taken. With the sales record data which shows the increase in sales during the display period and the photographs which show exactly how the displays were made, it is possible after a little to pick out the kind of displays and also the items of goods that will result in the greatest sales volume.

It may not be wise to go to the trouble and expense of testing all displays in this way, but if one does he soon collects data which shows him just how to secure the best results. He will learn what days of the week are the best for displaying certain items. He will learn what kinds of displays bring the best results. He will learn what to display at certain seasons and what not to display. Very little will be left to chance. His records, after he has collected enough of them, will give him actual facts and not merely opinions. As a result, he ought to be able to increase his sales volume materially and to lower his cost of selling.

Sales Depend on Display.

Where a shop is so located that window and store displays are about the only effective advertising that can be done, it is a simple matter to make these tests and to compile the records. To obtain a really accurate record, however, there must be no special prices and no advertising—in fact nothing but the displays. This means that a good many displays may be automatically eliminated as far as obtaining accurate and reliable data on

the value of the displays is concerned. However, there are still a good many displays which can be tested in this manner.

Of course all other forms of advertising can be tested in the same way. During a test, however, only one form of advertising should be used. In no other way can one keep an accurate check on results. After an idea has been gained of the effectiveness of each kind of advertising, they may be combined and the results obtained from different combinations secured.

Such tests are actually being made by more and more business men, and especially by manufacturers who have been using efficient production methods and who desire to make their selling just as efficient. It is recognized that selling is still very wasteful. It is costing far too much money. It is estimated that with the same amount of capital invested in stock and the same number of employees it should be possible for a retailer to sell materially more than he is selling. It is coming to be realized more and more that the one thing that shows the greatest promise is effective displays.

Cuts Selling Cost.

Goods can be made to sell themselves to a marked degree if they are shown in the most effective manner. This saves the time of the sales people and increases the total volume of sales. One of the great difficulties in the way of more effective selling in this direction is the lack of sufficient data.

There are not many retailers in any line that have accurate records showing to just how great a degree different displays have increased sales. There is a great difference in opinion in regard to the actual value of window displays, and it is known that the value varies to a considerable degree with the class of people to which the store caters and its location. It also varies with the arrangement of the window and the manner in which it is lighted. Therefore, about the only way that any individual store can obtain the best results in the long run is to make enough actual tests to obtain the needed data.

**Tell This to
Your Customers**

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

VEAL HEARTS WITH PRUNES.

Allow one small heart to each serving, or one medium heart to every two servings. Wash the hearts in cold water, remove large veins and arteries and rub inside and outside surfaces with salt and pepper. Fill the cavity with a well seasoned bread stuffing to which chopped cooked bacon has been added. One tablespoonful to each cup of bread is a good proportion.

Skewer or sew hearts into shape. Lard the top surface with a few thin strips of bacon. Dredge with flour, sear on all sides in meat drippings, add one-half cup water, cover and cook on top of the stove or in a moderate oven, 325 degs., until the hearts are tender, about one hour. Serve the hearts with a border of stewed prunes seasoned with lemon.

**SEND IT TO YOUR CUSTOMERS.**

The above is a reproduction of the front cover of "Meat Recipes and Menus, 1931," which makes a fine holiday token for retailers to use in creating good will with their customers.

You can buy this book with your name imprinted on the front cover for \$5.90 postpaid, adding shipping charges prepaid. Send for sample copy or forward your order for the quantity desired to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

VETERAN RETAIL LEADER GONE.

Charles H. Munkwitz, of Milwaukee, Wis., past national president of the United Master Butchers of America, passed away at his home in Milwaukee on Friday, November 14, at the age of 79 years. Mr. Munkwitz retired from business several years ago, and had been an invalid for some time.

He was one of the most genial characters in the retail trade. Acquaintances by the hundreds all over the country, made through his self-sacrificing activities in behalf of the trade, became friends for life. The funeral from the residence at 548 Newberry Blvd., Milwaukee, was largely attended.

Brought up in the retail and jobbing business by his father, Mr. Munkwitz at one time had the idea of becoming a packer, and took a course of training under the famous Michael Cudahy, then with the Plankinton Packing Co. But as one of his friends put it, "being of a careful and conservative nature, his father decided it was better to be a safe and successful large retailer than a packer with many hazards." So Charlie went on in his big retail business until his retirement about five years ago.

"Charlie had only friends," said his old associate and fellow past-president, Jos. F. Seng. "No one who knew him failed to feel, after he felt the touch of his hand, that he had gained a friend for life. Genial and lovable, never known to voice a complaint, Charlie Munkwitz will be missed by more people than we know who profited by his friendship."

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Are you a meat MERCHANT?

New York Section

AMONG RETAIL MEAT DEALERS.

On November 13 some 250 men attended the mass meeting of the Brooklyn Branch at 81 Hanson Place, Brooklyn. With the exception of a few wholesalers, the gathering was composed of members and their friends. President Anton Hehn was chairman and the new "Senator Pat" Harrison was the first speaker. He spoke on trade organization. Other speakers included O. Jahrsdorfer, who spoke on the Calfskin Association. Past president of South Brooklyn Branch Joseph Rossman spoke on the work of the Butchers Mutual Casualty Company from its inception to the present time; William Wolk on Food Distributors Cooperative, Inc.; president David Van Gelder on the State Association, and Al. Rosen on the turkey situation. Ten proposals for membership were received.

Five new members were enrolled at the meeting of the Eastern District Branch last week. In view of the success of the membership drive, it has been decided to continue the campaign until the first meeting in January. At the present time Ed Rath's team is in

the lead with Al Haas' team a close contender. This branch will have a turkey exchange on Thanksgiving eve along the lines being carried out by the Bronx Branch. Arrangements for the annual vaudeville and dance at Schwaben Hall, February 12, 1931, are progressing nicely.

A very interesting business meeting was held by the Ladies' Auxiliary last week in the Hotel McAlpin. President Mrs. A. Werner, Jr., presided. There were reports of various committees, including the theatre party, which showed the demand for seats had exceeded all expectations and was an assured success. The stockings for the Christmas charities were distributed. The social meeting will be omitted this month because of the Thanksgiving holiday. On December 2, Mrs. A. Werner will give a bento at her home for the benefit of the Christmas fund. Two members were enrolled.

One of the best attended events of the Ladies' Auxiliary in recent years was the theatre party on Tuesday evening when the members and their

friends saw "Up Pops the Devil." President Mrs. A. Werner, Jr., and her committee, Mrs. A. Di Matteo, and Mrs. Charles Hembdt, deserve great credit for the success of the affair, the profits from which will go to the Christmas fund. After the performance more than half the gathering had a supper and another show at the Hollywood Night Club. Those who did not avail themselves of this opportunity certainly missed a wonderful treat. The committee responsible for this included Mrs. George Anselm and Mrs. William Kramer.

Food Distributors Cooperative, Inc., gave a house warming in their new home, 59 Pearl street, Brooklyn, on November 17. There were representatives from practically all the branches and quite some business was transacted.

The South Brooklyn Branch held its regular meeting this week. This Branch will also have a turkey exchange on Thanksgiving eve. The next meeting is scheduled for December 2, and all retailers are invited. This will be a mass meeting.

NEW YORK NEWS NOTES.

W. B. Traynor, vice-president of Swift & Company, Chicago, paid a brief visit to the plant of the United Dressed Beef Company early last week.

R. C. Sims, superintendent, and Roy Guy, both of Swift & Company, Chicago, visited New York for a few days during the past week.

B. A. Braun, vice-president and general sales manager, Jacob Dold Packing Co., Buffalo, was a visitor to New York during the past week.

Thomas H. Nash, of the Cleveland Provision Company, Cleveland, Ohio, spent a few days in New York during the past week.

U. P. Adams, district manager, with his two assistants, J. A. Hertherton and G. W. Bell, of Armour and Company, New York, spent the past week in Chicago, while H. S. Johnson, vice-president of the Company, Chicago, visited New York.

Clyde House, who was located at Galveston, Tex., where he was doing grading work for the U. S. Shipping Board, has been transferred to the New York office of the Bureau of Agricultural Economics, U. S. Department of Agriculture, where he will carry on grading work.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended Nov. 15, 1930, was as follows: Meat—Brooklyn, 2 lbs.; Manhattan, 315 lbs. Total, 317 lbs. Fish—Brooklyn, 5 lbs.; Manhattan, — lbs.; Bronx, 86 lbs. Total, 91 lbs. Poultry and Game—Manhattan, 682 lbs.

Visitors to the New York plant of Wilson & Co. during the past week included Edward F. Wilson, small stock department, Chicago, and Lem Levy, construction department, who just returned from South America, where he had been for several months. After spending a few days in New York, Mr. Levy left for Chicago.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Nov. 20, 1930:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
SIDES (1):				
Yearling (300-550 lbs.):				
Choice	\$19.50@22.00	.....	\$19.50@22.00	.....
Good	16.00@19.50	.....	17.00@18.50	.....
Medium	14.00@16.00	.....	.....	.....
STEERS (550-700 lbs.):				
Choice	17.50@20.50	.....	18.50@21.00	19.50@21.00
Good	15.00@17.50	.....	16.00@18.50	15.00@19.00
STEERS (700 lbs. up):				
Choice	16.50@18.50	15.50@16.50	17.50@19.00	19.00@20.00
Good	15.00@18.50	13.00@15.50	14.50@18.00	15.00@18.00
STEERS (500 lbs. up):				
Medium	10.00@14.00	10.00@12.50	10.00@14.50	10.00@14.00
COWS:				
Common	8.00@10.00	9.00@10.00	8.50@10.50	9.00@10.00
COWS:				
Good	10.00@11.00	9.50@10.00	10.00@12.00	10.50@11.00
Medium	9.00@10.00	8.00@9.50	9.00@10.00	9.50@10.50
Common	7.50@9.00	7.00@8.00	8.00@9.00	8.00@9.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	15.00@17.00	17.00@18.00	19.00@22.00	17.00@18.00
Good	14.00@16.00	15.00@17.00	17.00@19.00	15.00@16.00
Medium	12.00@14.00	11.00@15.00	13.00@17.00	12.00@15.00
Common	9.00@12.00	9.00@11.00	10.00@13.00	10.00@12.00
CALF (2) (8):				
Choice	12.00@14.00	.....	.....	.....
Good	11.00@12.00	11.00@13.00	.....	11.00@12.00
Medium	10.00@11.00	9.00@11.00	9.00@11.00	9.00@11.00
Common	9.00@10.00	8.00@9.00	8.00@9.00	8.00@9.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	15.00@17.00	16.00@17.00	16.00@17.00	17.00@18.00
Good	14.00@16.00	15.00@16.00	15.00@17.00	16.00@17.00
Medium	12.00@14.00	13.00@15.00	14.00@16.00	14.00@16.00
Common	10.00@12.00	11.00@13.00	12.00@14.00	12.00@13.00
LAMB (39-45 lbs.):				
Choice	15.00@17.00	16.00@17.00	15.00@17.00	17.00@18.00
Good	14.00@16.00	15.00@16.00	15.00@17.00	16.00@17.00
Medium	12.00@14.00	13.00@15.00	14.00@16.00	14.00@16.00
Common	10.00@12.00	11.00@13.00	12.00@14.00	12.00@13.00
LAMB (46-55 lbs.):				
Choice	13.00@14.00	13.00@15.00	13.00@15.00	14.00@15.00
Good	12.00@13.00	12.00@14.00	13.00@14.00	13.00@14.00
MUTTON (Ewe) 70 lbs. down:				
Good	7.00@ 9.00	8.00@10.00	8.00@ 9.00	9.00@10.00
Medium	6.00@ 8.00	6.00@ 8.00	7.00@ 8.00	8.00@ 9.00
Common	4.00@ 6.00	5.00@ 6.00	5.00@ 7.00	7.00@ 8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	13.00@15.00	15.00@17.00	15.00@17.00	14.00@16.00
10-12 lbs. av.	13.00@15.00	15.00@17.00	15.00@17.00	14.00@16.00
12-15 lbs. av.	13.00@14.00	15.00@17.00	14.00@16.00	14.00@15.00
16-22 lbs. av.	12.00@13.00	13.00@15.00	13.00@15.00	13.00@14.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	11.00@13.00	.....	12.00@15.00	12.00@14.00
PICONICS:				
6-8 lbs. av. ....	.....	11.00@12.00	.....	11.00@12.00
BUTTS, Boston Style:				
4-6 lbs. av.	13.00@16.00	.....	14.00@16.00	14.00@15.00
SPARE RIBS:				
Half Sheets	9.00@11.00	.....	.....	.....
TRIMMINGS:				
Regular	7.00@ 7.50	.....	.....	.....
Lean	12.50@14.00	.....	.....	.....

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

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THE NATIONAL PROVISIONER

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NEWS OF THE RETAILERS.

A branch of Laird's Market has been opened at 5924 Trenor st., Oakland, Cal.

F. D. Herrin, Winthrop, Wash., has been succeeded in the meat business by A. L. Roelle.

R. M. Swiggert has taken over the management of the New York Market, 1310 1st st. S., Nampa, Idaho.

The Oregon City Cash Market, Oregon City, Ore., owned by Carl Seibel and Wm. Rucconich, has been merged with the Standard Meat Market of George Meilke and Karl Kollermeier.

The Jones Market, Portland, Ore., has opened a retail meat department, under the management of Chas. S. Taylor and Percy Miller.

The Service Stores Co. has engaged in the meat and grocery business, under management of A. W. Freeman, at 4975 S. Central ave., Los Angeles, Calif.

The Vonhoward Market has engaged in the retail meat business at 641 N. Highland ave., Los Angeles, Calif.

Homer Williams, Mosquero, N. M., has sold his grocery store and meat market to Roy A. McGlothlin.

Bryant & Son of Texico have moved their meat market to the Cranfield Building, Farwell, N. M.

Calvin Pettiecord, Anthon, Ia., sold his interest in the meat business to his partner George Fizen.

The Hilleman Meat Market, 208 E. Main st., Marshalltown, Ia., has been sold to John M. Bocill.

Max Brown, Chatfield, Minn., has sold his meat market to E. N. Melgard.

Nick Leither, Cold Spring, Minn., has sold his meat market to F. J. Seidel.

Frank Tone will open a meat market at Paynesville, Minn.

Bert Lievermann recently opened a meat market at Shakopee, Minn.

Ephraim Haas bought the City Meat Market at Zeeland, N. Dak.

Louis Webber, Burlington, Wis., has purchased the interest of George Schuler in the Stop and Shop meat market.

Edward Miller will open a meat market at 803 Layton ave., Cudahy, Wis.

G. G. Krieger, Glidden, Wis., has reopened the City Meat Market.

Lincoln Meat Market, 6206 22nd ave., Kenosha, Wis., damaged by fire.

Harry Sorenson, Palmyra, Wis., purchased the A. E. Palenhus meat market and grocery.

Van Natta and McKelvey, Potosi, Wis., will add a meat department to their store.

D. E. Hillsberry, Altoona, Wash., has opened a meat market.

Roy Stafford has sold his interest in the meat and grocery business of Kessler & Stafford, Banks, Ore., to Charles Kessler.

W. E. Gibson and Eric Anderson, Medford, Ore., have opened the Ivy Street Meat Market.

F. Kime, Harper, Ore., has engaged in the meat business.

The meat market of A. J. Rick, Ottentail, Minn., has been destroyed by fire, with an estimated loss of \$3,000.

The Begley Meat Market, Timber Lake, S. D., has been damaged by fire.

Meat Production and Consumption Statistics

Meat and livestock production and consumption for August, 1930, as compiled by the U. S. Bureau of Agricultural Economics, with comparisons:

	CATTLE, CALVES, BEEF, AND VEAL		Total or average, January-August	
	3-year average ¹	August	3-year average ¹	1929.
Inspected slaughter:				
Cattle, No.	760,040	725,714	699,933	5,656,749
Calves, No.	365,370	337,968	362,987	3,181,538
Carcasses condemned:				
Cattle, No.	5,114	4,845	3,916	41,153
Calves, No.	543	666	446	6,585
Average live weight:				
Cattle, lbs.	942.75	941.07	947.28	953.33
Calves, lbs.	201.97	203.18	195.20	170.63
Average dressed weight:				
Cattle, lbs.	505.73	500.05	521.25	518.96
Calves, lbs.	114.18	117.80	111.11	98.09
Total dressed weight (carcass, not incl. condemned):				
Beef, M lbs.	381,841	366,958	362,799	2,912,265
Veal, M lbs.	41,610	39,741	40,282	309,634
Storage beginning of month:				
Fresh beef, M lbs.	22,844	31,085	45,880	44,561
Cured beef, M lbs.	15,187	14,845	18,761	20,486
Storage end of month:				
Fresh beef, M lbs.	22,322	32,122	42,433	38,835
Cured beef, M lbs.	15,186	15,892	17,322	19,369
Exports: M lbs.				
Fresh beef and veal	155	186	290	1,673
Cured beef	1,257	1,069	1,240	8,528
Canned beef	186	203	143	1,794
Oleo oil and stearin ⁴	6,476	7,337	6,826	52,372
Tallow	538	759	298	3,172
Imports: M lbs.				
Fresh beef and veal	5,080	6,611	539	25,298
Beef and veal pickled or cured	(5)	1,039	7	4,600
Beef, canned	5,281	8,686	2,682	42,227
Receipts, cattle and calves, M.	1,837	1,616	1,605	13,255
Price per 100 lbs.:				
Cattle, average cost for slaughter	10.28	10.77	7.41	10.16
Calves, avg. cost for slaughter	12.29	8.81	11.86	13.04
Cattle, good steer, Chicago	14.10	14.60	9.97	13.32
Veal calves, Chicago	14.66	14.56	11.14	13.61
Beef carcasses, good grade				
eastern markets	22.28	23.47	15.19	20.17
Veal carcasses, good grade,				
eastern markets	23.58	24.07	19.06	21.82
				23.68
				20.14
HOGS, PORK, AND PORK PRODUCTS.				
Inspected slaughter, No.	2,908,406	3,129,991	2,724,047	31,904,311
Carcasses condemned	11,372	12,505	10,763	98,913
Average live weight, lbs.	248.81	249.35	245.22	235.48
Average dressed weight, lbs.	187.73	188.02	184.44	178.89
Total dressed weight (carcass, not incl. condemned)	544,484	586,150	500,438	5,610,405
Lard per 100 lbs. live weight, lbs.	15.32	15.68	14.75	15.87
Storage beginning of month:				
Fresh pork, M lbs.	229,906	229,397	157,167	227,272
Cured pork, M lbs.	598,031	584,957	494,277	571,416
Lard, M lbs.	195,695	208,010	118,353	140,825
Storage end of month:				
Fresh pork, M lbs.	176,940	176,131	124,648	234,503
Cured pork, M lbs.	545,671	548,209	426,311	587,495
Lard, M lbs.	174,907	180,085	88,868	154,780
Exports: M lbs.				
Fresh pork	784	1,024	728	6,933
Pork, pickled, salted, and other	25,578	28,426	20,812	207,478
Canned pork	597	748	806	6,051
Sausage	455	431	442	4,461
Lard	53,780	57,077	50,282	513,776
Imports: M lbs.				
Fresh pork	623	426	70	5,681
Pork, pickled, salted, and other	(6)	94	114	1,075
Prepared or preserved hams, shoulders, and bacon		158	104	1,400
Receipts of hogs ⁵ M lbs.	2,831	2,930	2,617	29,348
Price per 100 lbs.:				
Average cost for slaughter	10.44	10.65	9.35	10.06
At Chicago—Live hogs, med. wt.	11.10	11.29	10.49	10.38
At eastern markets—				
Fresh pork loins, 10/15 lbs.	26.40	26.71	23.88	21.13
Shoulder steaks	18.23	19.40	16.46	16.28
Picnic, 6/8 lbs.	15.98	16.72	14.61	15.12
Butts, Boston style	22.24	24.18	20.08	19.68
Bacon, breakfast style, 1, s. p.				
8/10 lbs.	23.80	24.29	23.54	23.40
Hams, smoked, No. 2, 12/14 lbs.	24.73	26.09	22.63	23.31
Lard, hardwood tubs	13.82	13.67	11.81	13.38
				13.82
				11.73
SHEEP, LAMB, AND MUTTON.				
Inspected slaughtered, No.	1,220,555	1,298,048	1,413,315	8,653,228
Carcasses condemned	1,579	2,634	1,813	10,074
Average live weight, lbs.	79.12	79.90	77.14	82.15
Average dressed weight, lbs.	37.87	37.90	37.03	38.07
Total dressed weight (carcass, not incl. condemned)	46,162	40,096	52,268	336,462
Storage, fresh lamb and mutton:				
M lbs.				
Beginning of month	1,874	2,629	4,476	2,909
End of month	2,151	3,159	3,977	2,617
Exports, fresh ² M lbs.	183	116	134	823
Imports, fresh, M lbs.	197	283	13	2,414
Receipts of sheep ³ M lbs.	2,369	2,537	2,583	14,710
Price per 100 lbs.:				
Average cost for slaughter	12.57	11.91	8.39	13.94
At Chicago				
Lamb, 90 lbs. down, gd. ch.	13.83	13.49	9.40	15.04
Sheep, medium to choice	6.17	5.84	3.93	7.72
At eastern markets—				
Lamb, carcasses, good	26.22	26.36	21.06	27.88
Mutton, good	15.04	13.94	11.35	16.28
				16.46
				12.52

¹ 1927, 1928, and 1929. ² Including reexports. ³ Does not include reexports for February. Correct figure not available at this date. ⁴ Beginning January, 1930, lard stearin excluded. ⁵ Not reported prior to January, 1928. ⁶ Public stockyards. ⁷ Prior to July 1, 1930, lambs, 84 pounds down.

November 22, 1930.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	\$ 8.00@ 9.25
Cows, common and medium	2.75@ 5.00
Bulls, cutter, medium	3.50@ 5.75

LIVE CALVES.

Vealers, good to choice	\$10.50@13.50
Vealers, medium	7.00@10.50

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$ 8.00@ 9.00
Lambs, medium	6.25@ 8.00
Ewes, medium to choice	3.00@ 4.00

LIVE HOGS.

Hogs, 100-210 lbs.	\$ @ 8.75
Hogs, medium	\$ @ 8.50
Hogs, 120 lbs.	\$ @ 8.25
Roughs	\$ @ 8.25

DRESSED HOGS.

Hogs, heavy	\$ @ 13.25
Hogs, 180 lbs.	\$ @ 13.25
Pigs, 80 lbs.	\$ @ 13.25
Pigs, 80-140 lbs.	\$ @ 13.25

DRESSED BEEF.

Choice, native heavy	20 @22
Choice, native light	22 @23
Native, common to fair	18 @20

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	20 @21
Native choice yearlings, 400@600 lbs.	20 @22
Good to choice heifers	17 @19
Good to choice cows	12 @14
Common to fair cows	8 @11
Fresh bologna bulls	9 @10

BEEF CUTS.

Western.	City.
No. 1 ribs	24 @26
No. 2 ribs	21 @23
No. 3 ribs	18 @20
No. 1 loins	30 @32
No. 2 loins	27 @27
No. 3 loins	22 @25
No. 1 hinds and ribs	21 @26
No. 2 hinds and ribs	18 @20
No. 3 hinds and ribs	15 @17
No. 1 rounds	17 @18
No. 2 rounds	15 @16
No. 3 rounds	14 @15
No. 1 chuck	17 @18
No. 2 chuck	15 @16
No. 3 chuck	13 @14
Dolognome	9 @10
Rolls, reg., 668 lbs. avg.	22 @23
Rolls, reg., 466 lbs. avg.	17 @18
Tenderloins, 4@6 lbs. avg.	60 @70
Tenderloins, 5@6 lbs. avg.	65 @75
Shoulder clods	10 @11

DRESSED VEAL AND CALVES.

Prime veal	26 @28
Good to choice veal	22 @24
Med. to common veal	15 @21
Good to choice calves	18 @22
Med. to common calves	14 @18

DRESSED SHEEP AND LAMBS.

Lambs, prime	25 @27
Lambs, good	23 @26
Sheep, good	11 @13
Sheep, medium	7 @10

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	16 @17
Pork tenderloins, fresh	55 @60
Pork tenderloins, frozen	40 @42
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs.	14 @15
Butts, boneless, Western	20 @21
Butts, regular, Western	17 @18
Hams, Western, fresh, 10@12 lbs. avg.	18 @19
Hams, city, fresh, 6@10 lbs. avg.	26 @27
Picnic hams, Western, fresh, 6@8 lbs. avg.	14 @15
Picnic hams, regular, 6@8 lbs. avg.	18 @19
Pork trimmings, extra lean	12 @13
Pork trimmings, regular 50% lean	12 @13
Spareribs, fresh	14 @15

SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @27
Hams, 10@12 lbs. avg.	25 @26
Hams, 12@14 lbs. avg.	24 @23
Picnics, 4@6 lbs. avg.	17 1/2 @18
Picnics, 6@8 lbs. avg.	16 1/2 @17
Rolettes, 8@10 lbs. avg.	17 1/2 @18
Beef tongue, light	90 @32
Beef tongue, heavy	34 @36
Bacon, boneless, Western	23 @24
Bacon, boneless, city	20 @21
Pickled bellies, 8@10 lbs. avg.	18 @19

FANCY MEATS.

Fresh steer tongues, untrimmed	26 a pound
Fresh steer tongues, l. c. trm'd.	40 a pound
Sweetbreads, beef	70 a pound
Sweetbreads, veal	\$1.00 a pair
Pork kidneys	18c a pound
Mutton kidneys	11c each
Liver beef	40c a pound
Oxtails	20c a pound
Beef hanging tenders	32c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	6 @ %
Breast fat	6 @ 2
Edible suet	6 @ 4
Cond. suet	6 @ 2%

GREEN CALFSKINS.

6-9 9 1/2-12 1/2 12 1/2-14 14-18 18 up	up
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Prime No. 1 veals	16 1.00	2.00	2.20	3.10
Prime No. 2 veals	14 1.70	1.75	1.85	2.85
Prime veal	12 1.50	1.55	1.60	2.70
Buttermilk	2. 10	1.30	1.40	1.60
Branded Grub	7 .85	.90	1.10	1.50
Number 3	5 .60	.65	.80	.90

BUTTER.

Creamery, extra (92 score)	35
Creamery, firsts (88 to 89 score)	29 1/2 @ 31 1/2
Creamery, seconds (84 to 87 score)	27 1/2 @ 28 1/2
Creamery, lower grades	26 1/2 @ 27

EGGS.

(Mixed colors.)

Extra, dozen	45 @ 48
Extra, firsts, doz.	37 @ 42
Firsts	33 @ 36
Checks	20 @ 20

LIVE POULTRY.

Fowls, colored, fancy, via express	23 @ 25
Fowls, Leghorn, via express	20 @ 21

DRESSED POULTRY.

FRESH KILLED.

Fowls-fresh-dry packed-12 to box-fair to good:	
Western, 60 to 65 lbs. to dozen	12 @ 25
Western, 48 to 54 lbs. to dozen	12 @ 22
Western, 43 to 47 lbs. to dozen	12 @ 20
Western, 38 to 42 lbs. to dozen	12 @ 19
Western, 30 to 35 lbs. to dozen	12 @ 18

DUCKS—

Long Island, No. 1	22
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SQUABS—

White, ungraded, per lb.	35 @ 50
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CHICKENS, FRESH.

Broilers, under 17 lbs.	28 @ 32
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FOWLS, FROZEN-DRY PKD.—12 TO BOX—PRIME TO FRESH.

Western, 60 to 65 lbs., per lb.	27 @ 28
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Western, 48 to 54 lbs., per lb.	24 @ 25
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Western, 43 to 47 lbs., per lb.	22 @ 23
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Western, 38 to 42 lbs., per lb.	20 @ 21
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Western, 30 to 35 lbs., per lb.	18 @ 19
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TURKEYS, FROZEN—PRIME TO FANCY:

Young toms	35 @ 37
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Young hens	33 @ 35
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BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended November 13, 1930:

Nov. 7	8	10	11	12	13
Chicago	35	34 1/2	37	37	37
N. Y.	38 1/2	38 1/2	37	37	37 1/2
Boston	38 1/2	38 1/2	37	37	36 1/2
Phila.	39 1/2	39 1/2	38	38	38

Wholesale prices carlots—fresh centralized but-
ter—90 score at Chicago:

33 1/2	33	33	33	31 1/2
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Receipts of butter by cities (tubs):

Wk. to Nov. 13. week.	Last year.	Since Jan. 1, 1920.
Chicago	31,416	25,015 2,816,740

New York	28,439	26,731 24,925,590
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Boston	10,021,071	16,285,587
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Phila.	6,510	5,156 2,043,579
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